A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 15, 1964

30th Anniversary Foreign-Trade Zones Act

Business Bulletins *from around the world*

AUSTRALIA—Joint Australian-Canadian-American engineering venture won $9 million contract for Snowy Mountains project tunnel at Jindabyne-Bend. Tunnel to link proposed Jindabayne reservoir with 31-mile tunnel system joining Lake Eucumbene on the eastern side of the Great Dividing Range with the large Murray power stations on western side of the range of Snowy Mountain electricity and irrigation undertaking.

Two new industrial projects together costing more than $13.5 million announced. Broken Hill, Ltd., country's largest industrial undertaking, to spend $8.5 million on installation of new plants at its steel works at Whyalla. Adelaide Cement Co., Ltd., plans to spend $5 million duplicating its kiln at Birkenhead.

BELGIUM—1964 GNP estimated at $14.6 billion, growth rate of 3.7% compared to 1963 growth rate of 4%, according to predictions by Department of Applied Economics, Brussels University.

AGEFI's industrial activity index was 182.3 in March (1953=100), 2% above February, 4% above March, 1963.

ECUADOR—World Bank, International Development Association (IDA), join with Agency for International Development, Inter-American Development Bank (IDB) to provide loans equivalent to $39 million to the Government for $62.2 million 5-year national highway program. Ministry of Public Works to carry out program; construction contracts, major equipment purchases have been or will be awarded on basis of international competitive bidding.

FRANCE—John Flynn & Sons, Salem, Mass., formed Flynn France in Paris, to sell tanning products.

Avdel of Burbank, Calif., set up Avdel France in Paris for distribution of industrial connecting systems.

Hubbard Farm Inc., Walpole, N.H., establishes Hubbard Europoultry France in Lille, to engage in poultry farming.

HONDURAS—Tela Railroad Co., (United Fruit) formally inaugurates $2 million cardboard boxmaking factory in Tela. Plant has capacity of 24 million boxes a year to be used for transporting, marketing bananas. Present production limited to 12 million boxes.

INDIA—Government-appointed Sales Tax Committee reports price increase on goods resulting from sales tax as disadvantageous to exports in competitive foreign markets. Committee proposes export rebates to offset this.

Railway Board decides to construct 233 km. broad-gauge line between Kandla port and Jhund, beginning late this year. Line to divert some shipping from Bombay to Kandla, necessary for government plans eventually to establish free trade-industrial zone at Kandla.

ITALY—Imports during January, February increased by 29% over same period 1963. Exports increased by 16%. Balance of trade deficit amounted to $544 million, a 56.6% increase. High Italian official states Government does not intend to remedy trade deficit through import restrictions but through increase of exports.

Overall consumption of goods, services increased 9.2% in 1963 and national income increased 4.8%. Net earnings dropped 9%, investments increased 4%.

MALAYSIA—IBM recently opened training center for Southeast Asia operated by Kuala Lumpur branch. Center to serve Malaysia, 10 other countries in region; provide training for customers, personnel in use, operation of modern electronic business machines.

NETHERLANDS—American Air Filter Co., Louisville, Ky., forms subsidiary, American Air Filter Nederland N.V., which will soon build its first European glass fiber manufacturing plant in Amsterdam.

Tariff quota of 400 metric tons for electrical sheet (BTN 73.13-A-1, 73.15-B-VI-a-1), at 3% duty for first half 1964 increased by 175 metric tons. Decision issued by High Authority of European Coal and Steel Community.

PAKISTAN—New Taxation and Tariff Commission to begin review, make recommendations for changes in existing tariff structure.

SAUDI ARABIA—Government plans construction of new slaughter house, factory for utilization of by-products near Mecca. Facilities capable of handling 10,000 animals a day to assure more productive use of 500,000 animals ritually slaughtered each year.

SOUTH AFRICA—River Brand Rice Co., Houston, Texas, plans to associate with South African firm to establish rice-milling plant for processing milled brown rice. Mill, costing $420,000, to be constructed at Durban.

Two foreign firms announce plans to associate with local companies to manufacture, market tractors. German firm of X. Fendt Marktoberdorf to construct $4 million tractor factory at Heidelberg, Transvaal, early in 1965. Tractors to be of German design, but made entirely from South African components. Italian firm of Landini has not yet determined where its plant will be located.

SWITZERLAND—Swissair to place order for 10 DC-9 aircraft with Douglas Aircraft Co. of Santa Monica. Delivery expected between June, 1966, December, 1968.

Switzerland, Algeria sign agreement establishing most-favored-nation treatment in tariff matters. Negotiations dealing with protection of investments, technical co-operation planned.

In 1963 Switzerland exported 11,414 metric tons of chocolate valued at $15.5 million, increase of 445 metric tons and $0.9 million over 1962 exports.

THAILAND—Government to build multi-purpose dam near Krabi. When completed in 1966, dam to house 27-mw. hydroelectric plant, provide water to irrigate 60,000 acres of land.

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the cover

A U.S. customs inspector and an employee of Union Carbide Caribe, Inc., check the equipment for ship-to-shore piping of naphtha at Foreign-Trade Subzone 7-A in Penuelas, Puerto Rico. The operation is carried out under terms of the Foreign-Trade Zones Act, which is 30 years old this week yet has all the appearances of a new tool for international commerce. For details of Foreign-Trade Zone activities, see stories beginning on page 2.

International Commerce

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FEATURES

2 Foreign-Trade Zones Act starts fourth decade; still does what it was created to do—'expedite and encourage foreign commerce'

8 Commerce Department to sponsor building and investment trade mission to Colombia next spring; members to carry U.S. business proposals

11 Export credit insurance relatively new in United States and not used as widely as in other countries; better showing expected in future

12 Four companies singled out for assistance in export expansion push, receive 'E' awards; overseas sales include several products

13 Neil Hurley, in El Salvador, finds President Rivera worried over U.S. consumption of sugar cane; says land experiences growing pains

WORLDWIDE BUSINESS OUTLOOK

14 Morocco ends first months of 1964 with prospects of near-record crops; businessmen hope expected tax revision to give assistance to private sector

16 Merchants, other businessmen in Guatemala agree on one thing: sales are higher in 1st quarter; record earnings from exports in 1964 predicted

TRADE FAIRS AND CENTERS

17 Market for packaging machinery in Japan growing, according to survey done in connection with show scheduled next fall at Trade Center in Tokyo

18 Clinical, diagnostic electronics apparatus displayed at Trade Center in Frankfurt, called 'just what the doctor ordered' by exhibitor; sales may be $6 million

U.S. GOVERNMENT ACTIONS

21 Two firms in The Netherlands, one in Liechtenstein lose export rights for trade with Cuba; AID authorizes $3.8 million loan for Pakistan electric power project

FOREIGN GOVERNMENT ACTIONS

22 EEC moves to end restrictions on movement of workers; non-discriminatory regulations to provide for employment throughout entire Community

INVESTMENT OPPORTUNITIES

23 German manufacturers interviewed at Hanover Fair interested in offering licenses to U.S. firms for production of several types of machinery, equipment

WORLD TRADE OPPORTUNITIES

24 Several countries seek bids
25 Leads for exporters
30 Visiting buyers and officials
31 International representation
34 Construction projects
35 Leads for importers

New Books and Reports, page 36

IN THE CARIBBEAN: Buildings of one of the newest of the U.S. Foreign-Trade Zones sprawl across the gently rolling landscape at Mayaguez, Puerto Rico.

ON THE GREAT LAKES: Ships that sail the St. Lawrence Seaway drop anchor at Toledo Foreign-Trade Zone. Like Puerto Rican zone, it opened Aug., 1961.

Trade act has a birthday

Old law creating U.S. version of free port is like new tool for export expansion

By JAMES ROURKE
Staff Writer

It was the year Dillinger died and the Quints were born and Hitler proclaimed himself Der Fuehrer.

The Great Depression was on and the U.S. share of world trade had dipped to less than 10 per cent.

Gable made a movie called "It Happened One Night," Robin and Rainger wrote a song called "June in January" and Congress passed a law called the Foreign-Trade Zones Act.

Today the movie's an anachronism from the world of midnight TV, and the song is so much sauce for sliced nostalgia. But the law, approaching its 30th anniversary this week, has the appearance of a tool only recently forged for the international trader.

An old idea

The Foreign-Trade Zones Act became law with President Franklin D. Roosevelt's signature on June 18, 1934. Introduced by Rep. Emanuel Celler, Democrat of New York, it authorized a U.S. version of a trade device Europe had used for at least six centuries—the free port.

Thirty years later, with a single amendment which also marks an anniversary this week, the Foreign-Trade Zones Act still stands to do what its preamble says—"expedite and encourage foreign commerce."

U.S. businessmen, including those attracted to the export-expansion program, are learning—in some instances, for the first time—what that means.

In many ways, a Foreign-Trade Zone

ON THE MISSISSIPPI: New Orleans Foreign-Trade Zone boasts acres of roofed storage, miles of railroad track, blocks of docks for ocean-going ships.

is like a foreign country but you don't need a passport going in or out. Legally, it's part of the United States. Technically, it's another land entirely—a land outside U.S. customs territory, where goods may be handled and processed without being subject to customs duties, import quotas and bonds.

A little of everything

Physically, it's a fenced, policed area without a resident population, located at or near a port of entry, operated as a public utility and open to the full range of business and industrial activity, from simple storage of raw materials to manufacturing and sales.

To the businessman operating there, the range of advantages starts with the little matter of saving money and extends to the prospect of new worlds for his wares.

On this 30th anniversary, Foreign-Trade Zones are located in New York, New Orleans, San Francisco, Seattle, Toledo and Mayaguez, Puerto Rico. In addition, there are two special-purpose subzones—one in Penuelas, Puerto Rico, containing a petrochemical plant, and the other in San Francisco, containing a plant manufacturing women's coats and suits.

They operate by authority of the Foreign-Trade Zones Board, which Congress established to administer the law. The Board consists of the Secretaries of Commerce, Treasury and Army, with the Secretary of Commerce as chairman. The secretariat of the Board operates as an integral part of the Bureau of International Commerce of the U.S. Department of Commerce.

One amendment

As passed in 1934, the law allowed virtually every in-zone activity except manufacturing and exhibiting. Congress removed these limitations June 17, 1950, with an amendment introduced by Rep. Hale Boggs, Democrat of Louisiana.

Today's Foreign-Trade Zone has facilities for loading, unloading, handling, storing, processing and exhibiting goods from all parts of the world. It serves the businessman engaged in manufacturing, export, import, re-export and transshipment. Or, as Richard H. Lake, executive secretary of the Foreign-Trade Zones Board, describes it in the Board's latest report to Congress:

"Their activities ranged from warehousing and storage to manufacturing and marketing. Facilities used by these firms varied from less than 100 square feet of floor space for a small firm to a complete industrial plant. . . .

"In fiscal 1963, over $87 million in materials and merchandise was delivered to the zones. Shipments from the zones during this period were valued in excess of $88 million."

In the same report, Lake notes that hundreds of U.S. businessmen are asking how a Foreign-Trade Zone operates.

"These inquiries indicated interest in the zone concept for general manufacturing and assembly operations, manufacturing for export, industrial development, marketing and distribution," Lake says.

Why the surge of interest in a 30-year-old law? The manufacturer with an eye for exports finds these accommodations under the Foreign-Trade Zones Act:

Operating in a Foreign-Trade Zone is something like having an overseas plant without leaving home. In an area technically outside the United States, the businessman retains the advantages of U.S. labor skills, technology, machinery and management.

Save on duties

Foreign goods may be brought into a zone and held indefinitely without being subject to U.S. customs laws governing the entry of goods and payment of duties. This means no capital outlay for duties.

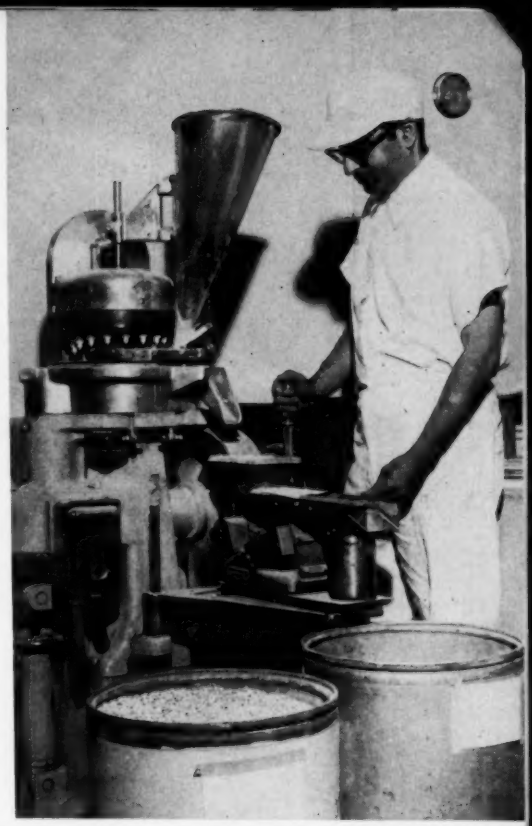
So far as federal tax laws are concerned, U.S.-made goods placed in a zone solely for export are considered to have been shipped out of the country. The manufacturer's money isn't tied up in bonds and excise taxes.

In-zone manufacturing may be with foreign materials exclusively, or a combination of foreign and domestic materials. If the merchandise is exported directly from the zone, there's no U.S. duty.

U.S. customs laws apply only when the product enters U.S. customs territory. In some instances, duty on the finished product is lower than on the raw material. If the manufacturing process leaves waste, there's no duty on the foreign material wasted.

"Imaginative use of the zone can readily result in its being a profitable tool for marketing and distribution of goods to local and overseas markets," Lake said in a paper presented to the Second Inter-American Port and Harbor Conference in Mar del Plata, Argentina.

Another way of putting it: After 30 years, the Foreign-Trade Zones Act remains a unique piece of legislation.

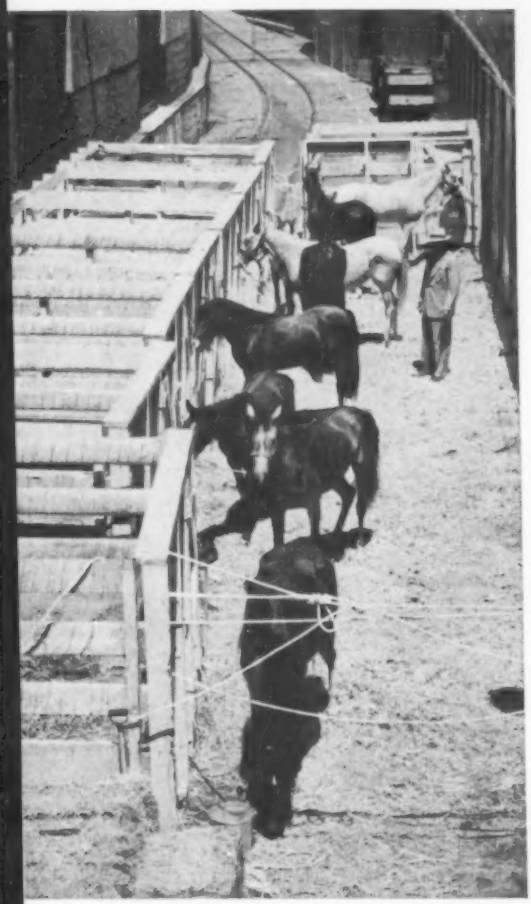


COAST TO COAST: Pharmacist (above) checks tablet-stamping machinery in American Transpacific Corp. manufacturing plant in San Francisco Foreign-Trade Zone. In New York zone (below), workers pack radios from Japan for re-export to South American markets. Orders can be filled quickly.

LICENSE FOR CHEMICALS

License sought to make industrial chemicals, particularly metallic stearates such as zinc, calcium, aluminum, magnesium. Write: Pinetown Industrial Laboratories, (Pty), Ltd., Pinetown, Natal.

Action on the waterfront



OUT WEST: Shorty after the San Francisco Foreign-Trade Zone opened in June, 1948, a string of ponies turned up as part of cargo to the Zone.

Operating in Foreign-Trade Zones, manufacturers save red tape and tariff while producing for world markets

Lloyd Sanderson was a young man working in the business office of a New York steamship company when the Foreign-Trade Zones Act became law June 18, 1934.

Three decades later, he is factotum with the title of traffic manager for an agency which has seen and made a chunk of the 20th Century history of international commerce.

Sanderson's desk still is in Manhattan, but his career now is entwined with that of the oldest of all creations under the 1934 law—Foreign-Trade Zone No. 1, operating under a Foreign-Trade Zones Board grant to the City of New York.

Starting in New York

The New York zone opened its gates Feb. 1, 1937, at Stapleton, Staten Island, a ferry-boat ride from the Battery, across New York harbor past the Statue of Liberty. Facilities in its 92 waterfront acres include 3 steamship piers with literally miles of warehouse and work space; a railroad, administration and storage buildings and a manufacturing area.

About 500 firms use the zone in the course of a year. Last year they received $33.4 million worth of merchandise and forwarded $35.5 million worth. Cargo ranged from Brazil nuts to heavy machinery.

Some examples of manufacturing for export within the zone:

Using drugs from Burma, Malaysia, Italy, Switzerland, Germany and the United States, a U.S. pharmaceutical firm compounds pills and capsules for markets in the Far East.

Using juices from England and the United States, a U.S. soft-drink firm blends a beverage concentrate and ships to its agents in all parts of the world.

Using watch movements from abroad and casings from the United States, a U.S. merchant turns out finished watches for short-order shipment to South America.

An advantage common to all three operations: No money is tied up in customs duties on the materials from abroad.

New Orleans

The New York zone was 10 years old when Foreign-Trade Zone No. 2, New Orleans, opened May 1, 1947, under a grant to the Board of Commissioners of the Port of New Orleans.

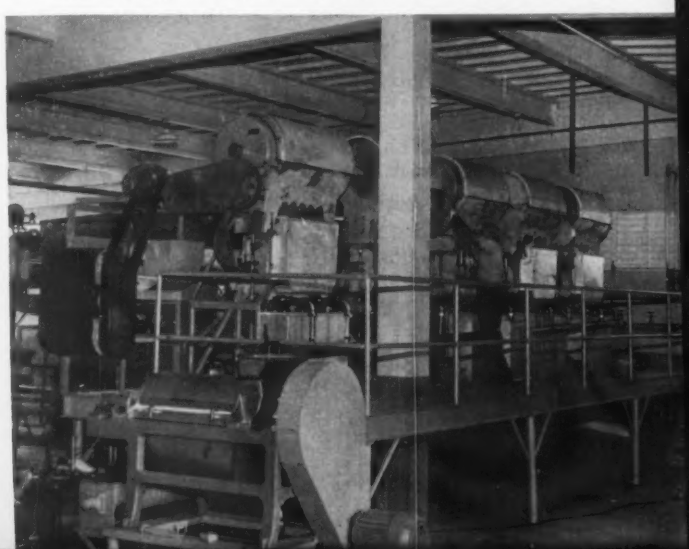
Its facilities include a lumber dry kiln and a vacuum chamber for fumigating cotton, burlap and other commodities.

The New Orleans zone covers about 25 acres, more than half of which are under roof along the banks of the busy Mississippi River. Businessmen operating in this integral part of the Port of New Orleans currently are receiving and shipping cargo valued at $10 to $15 million a year.

Principal commodities are lumber, cotton, steel pipe, automobiles, sports equipment, casein and chicory. In-zone manu-

READY FOR THE ROAD: Seattle Foreign-Trade Zone activity involves converting trucks to campers. Below, view of converted truck.

BIG SQUEEZE: Manufacturing in the Mayaguez, Puerto Rico, Foreign-Trade Zone includes plant for processing concentrated orange juice, fruit pulp.



facturing includes firms which produce battery plates, electric storage batteries and wire-rope bridles and slings.

San Francisco

Foreign-Trade Zone No. 3, San Francisco, began operations June 10, 1948, under grant to the San Francisco Port Authority. Today it serves approximately 250 firms and individuals, and the value of goods received and forwarded is running more than $8 million a year.

Less than a year ago, the Foreign-Trade Zones Board issued a grant permitting the San Francisco Port Authority to establish a special-purpose subzone to contain the manufacturing plant of a firm producing women's coats and suits. A more detailed account of the subzone appears elsewhere in this issue of International Commerce.

Prescription for profit

Among manufacturers operating in the general-purpose zone is the American Transpacific Corp., producing pharmaceuticals for Southeast Asian markets in which the European drug industry was entrenched.

Says company vice president Richard E. Sponholz:

"By selecting the Foreign-Trade Zone, it is possible for us to utilize the entire free-world area as our source of supply, using as our criteria quality and price.

"It is possible to combine imported raw materials with those more advantageously available from within the United States for compounding into finished dosage form.

"The resulting savings, such as lower raw-material costs, could be passed on to the buyers and these, combined with American technical know-how so far as manufacturing and packaging are concerned, enable us to compete successfully with European manufacturers."

Getting the business

Sponholz says the firm's annual sales range from $500,000 to $900,000 and "the business we have developed undoubtedly would have been placed with European manufacturers." He cites these advantages of in-zone manufacturing:

Supplies available from around the world "without tying up funds in the payment of import duties."

Easy access to export shipping facilities.

Seattle

San Francisco's trade zone was little more than a year old when the Seattle, Wash., Foreign-Trade Zone opened Sept. 1, 1949, under grant to the Port of Seattle Commission.

LITTLE FLOWER, BIG LEAF: When World War II closed markets for Sumatra leaf tobacco in Amsterdam and Rotterdam, growers transferred operations to New York Foreign-Trade Zone. Photo shows the late Mayor Fiorello LaGuardia, surrounded by tobacco men and zone officials, inspecting tobacco before the sales. The market was so successful that the growers built their own tobacco warehouse in the zone.

Today the Seattle zone serves about 95 firms which, in the fiscal year now ending, have received and forwarded an estimated $1.1 million in merchandise. The business of the more active firms in the zone consists of importing—automobiles, clothing, rainwear and ball, needle and roller bearings.

One in-zone firm converts foreign-built compact trucks into "camper" vehicles for the outdoor sportsman.

"This permits manipulation within the zone, transforming high-tariff trucks into low-tariff passenger vehicles, and gives us the advantage of having local labor occupied," according to Frederick W. Short of the Port of Seattle trade-development department.

Mayaguez and Toledo

The newest of the six Foreign-Trade Zones—Mayaguez, Puerto Rico, in the Caribbean, and Toledo, O., on the Great Lakes—opened almost simultaneously in August, 1961.

Nine months later the Foreign-Trade Zones Board authorized the Puerto Rico Industrial Development Co., which holds the grant for the Mayaguez zone, to establish a special-purpose subzone embracing a vast petrochemical plant at nearby Penuelas, P. R. A more detailed account of this subzone appears elsewhere in this issue of International Commerce.

Of the Mayaguez zone, General Manager Arturo Febry says, "Our main interest is manufacturing because we need jobs badly in Puerto Rico."

Companies engaged in or preparing to start in-zone manufacturing in Mayaguez include firms producing window hardware; belts of domestic leather and imported buckles; concentrated orange juice and processed orange sections, and hand tools.

Money-saver

In Toledo as in Mayaguez, the in-zone manufacturer is attracted by provisions of the Foreign-Trade Zone Act eliminating tariff on material wasted by the manufacturing process. S. Greg Weingardt of the Toledo-Lucas County Port Authority staff says:

"Alfa American Corp. is importing slabs of optical glass and machinery with which to rework this glass. The company later will convert the imported glass into semi-finished lenses for use in various optical equipment.

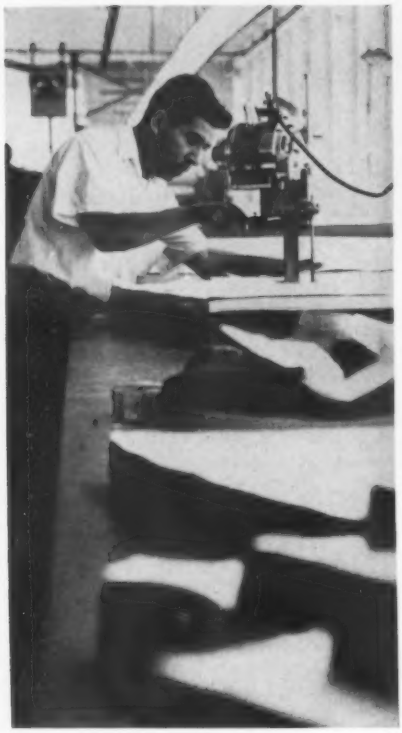
"Duty on the unchanged imported glass would be 50% were it to enter this country in normal channels. By converting the glass into the semi-finished lens products, Alfa American Corp. is able to reduce the duty.

"In addition to a savings on duty, the company realizes further economies in that its operations can be fairly consolidated at the zone; transportation routes to and from the port provide excellent distribution channels, and no duty is charged on the scrap glass resulting from the cutting operation."

Last year the Toledo zone received $34.7 million worth of merchandise and forwarded $30.8 million.

The volume and value of cargo moving through the six Foreign-Trade Zones and the two special-purpose subzones indicate at least this much:

The Foreign-Trade Zones Act of 1934 continues to serve the purpose set out in its preamble—"to expedite and encourage foreign commerce."



TWO MEN: Employee of Lilli Ann Corp. (above) cuts cloth for women's clothing. Adolph Schuman (below) heads firm in San Francisco subzone.

GETTING THE GOODS: Bolts of fabric from France, Scotland take the eye of a model strolling through manufacturing plant contained in special-purpose subzone authorized by Foreign-Trade Zones Board.

Fashion leader from San Francisco lights anniversary candle in Foreign-Trade Zone

The lady's name is Lilli Ann. She's a fashion leader from the Golden Gate.

She was born in San Francisco in 1938 and subsequently joined a group of clothing designers and manufacturers whose goal was to make San Francisco "the Paris of the West."

Over the years, her name became a synonym for style and quality in women's coats and suits.

Next month, Lilli Ann will celebrate a birthday. Don't bother counting candles for the cake, though. There'll be just one.

Old girl, new world

It's not a matter of a matron coy about age. It's the case of a corporation which discovered a new world of markets and is marking the first anniversary of that profitable occasion.

The milestones:

By authority of the Foreign-Trade Zones Board, facilities of the San Francisco Foreign-Trade Zone were expanded to take in a 4-story building which now houses a Lilli Ann Corp. manufacturing plant. It's called Foreign-Trade Subzone No. 3-A and it began operation July 9, 1963.

Here, free of U.S. customs duties, Lilli Ann is able to produce finished and semi-finished coats and suits of imported cloth, both for export to foreign countries and import to the U.S. Duty is levied only on goods that enter the United States.

Last November, for the first time, Lilli Ann entered the export field, under the aegis of the Department of Commerce at the Duesseldorf Trade Fair.

In the 7 months since, the firm has signed 40 new retail customers in 10 foreign countries; added $50,000 (at wholesale) to its sales figures; opened showrooms in Paris and London and participated in additional trade fairs in Duesseldorf, Berlin and Paris.

Although the Lilli Ann trademark is new in the world of export, the name of company president Adolph P. Schuman long has been known in the international fashion world.

The 54-year-old native of San Francisco is chairman of the San Francisco World Trade Center Authority, a member of the National Export Expansion Council and former chairman of the San Francisco Regional Export Expansion Council.

They'll return

With other members of the San Francisco Fashion Industries, Schuman and Lilli Ann vice president Daniel Benatar —who has charge of the firm's Foreign-Trade Subzone operation—are out to organize an official Golden Gate delegation to the Duesseldorf fair next October.

Lilli Ann definitely will be there. Said Benatar:

"It is interesting to note that orders received from customers we originally

sold in November, 1963, have increased considerably, indicating a healthy reception to Lilli Ann merchandise in the Common Market.

"By this I mean that in November, 1963, these new customers cautiously placed orders for 2, 3 or 5 pieces only. This year these same customers placed orders for 18, 23 and 31 pieces."

Today the Lilli Ann trademark appears in department and specialty stores in England, Sweden, Denmark, Austria, France, Belgium, Italy, Switzerland, West Germany and South Africa. Negotiations are under way for representation in Hong Kong, Japan, Mexico and Central and South America.

Big, bright idea

Said company officials:

"Despite the fact that Lilli Ann has always imported its fabrics, furs and trimmings from the four corners of the globe, it was not until 1963 that it became aware of the world of export as a natural market for its wares outside of the continental United States.

"Operating in the San Francisco Foreign-Trade Subzone has permitted the company to achieve the unique situation of purchasing its raw materials in Europe, bringing them to the United States and, using American labor, handle, cut and assemble these raw materials and return them to their place of origin for resale—all at competitive European prices.

"The Foreign-Trade Subzone plant began with a handful of employees and has gradually blossomed into a thriving operation, providing employment for cutters, sewers and handlers. As our foreign volume increases, additional personnel will be required."

Birthday? Lilli Ann's a lady who doesn't mind having one.

TOOLS, INSTRUMENTS ASKED

License sought to produce precision tools and instruments requiring further processing, assembly, control, and testing. Write: Lindo-Verken AB, Norrkoping, Sweden.

JOINT VENTURE, LICENSE

License or joint venture arrangement sought to produce bolts, nuts, other cold forged products up to 1 in. and hot forged products up to 2 in., electronic musical instruments, products of stainless sheet steel.

Write: Johan Mustad AB, Box 40, Goteborg 1, Sweden.

Question and answer

Why would a businessman set up a manufacturing operation in a Foreign-Trade Zone?

Here is an answer from Leslie R. Scott, vice president and general manager of the Seven-Up Export Corp. of New York:

"We began using the Foreign Trade Zone to enable us to own our own company in England, bring some material from our British company to the United States, blend it with material from our parent organization in St. Louis and export it without having to pay import duties and excise taxes on the imported materials.

"This procedure was economically sound from our point of view because of the facilities and accommodations available in the Foreign-Trade Zone. The result was that we accomplished our objectives.

"The availability of personnel for short peak periods has been extremely advantageous. The Foreign-Trade Zone operators have people working for them who are available to us on an hourly basis and at our convenience.

"This makes it possible to operate with a minimum amount of permanent employees and yet cope with conditions which otherwise would necessitate hiring temporary personnel, with the attendant problems of in-and-out-of-payroll records and the complications with federal, state and city authorities on taxes."

In the New York zone, Seven-Up Export Corp. blends a soft-drink concentrate of lemon extract from England and lime extract from the U.S. The operation began in 1952.

According to Scott, Seven-Up was exported to "no more than half a dozen points" before World War II. Today it is available all over the world.

They turned a knob and raised a milestone for foreign trade

Men have made history in a variety of ways. The men of Union Carbide Caribe, Inc., did it by turning a knob.

The date was May 10, 1962. The place was Penuelas, Puerto Rico. The occasion was the opening of the first Foreign-Trade subzone established solely for industrial purposes.

The 62.5-acre subzone contains a multimillion-dollar petrochemicial plant at which Union Carbide, using a combination of foreign and domestic raw materials, processes hydrocarbon products for use in Puerto Rico and the U.S.

Under the Foreign-Trade Zones Act, there's no duty on the foreign materials until they enter U.S. customs territory.

The knob-turning ceremony consisted of opening a valve aboard a tanker anchored off-shore from Penuelas. Hundreds of thousands of barrels of naphtha from Trinidad flowed through an underwater pipeline to the plant.

Operating in a Foreign-Trade Zone "solved a major materials-supply problem" for the firm, according to Charles H. Atwood, chairman of the board.

"Use of the special-purpose subzone made it possible for the company to enter into long-term contracts for obtaining essential raw materials that previously could be purchased only on a short-term basis," he said.

"Because the company now is assured of a constant supply of these raw materials, it can schedule its operations with greater certainty.

"As a result of the successful Foreign-Trade subzone operation, Union Carbide recently decided to expand its plant at Penuelas and to install new facilities to produce industrial alcohols.

"This represents an additional investment of $24 million—of which $8 million was for additional production facilities in the subzone and $16 million for related plant facilities near the subzone."

Last year the company received $3.8 million worth of raw chemicals in the subzone and shipped $7.4 million worth of finished products.

Among significant contributions it makes to the economy of the Commonwealth of Puerto Rico, this Foreign-Trade subzone operation provides employment for about 300 persons.

FIVE VOLUNTEERS

To Colombia next spring

Building and Investment Mission will carry Business Proposals of U.S. firms

To increase exports of U.S. capital goods, raw materials, and components to Colombia, a Department of Commerce Building and Investment Mission to that country is scheduled for May 8–June 5 next year.

The United States supplies about 50% of Colombia's imports. Increases in this percentage are deterred by shortages of hard currency and Government policies oriented toward barter agreements.

Exports from Colombia are increasing. This expansion and the 10-year development plan, which is assured of financial assistance from international lending agencies, are expected to create a cumulative increase in imports of 7.2%—about $36 million—each year. Although this should increase the dollar volume of U.S. exports to Colombia, the rapid pace of economic development, with its need for more and more capital goods, will continue to exercise a pressure on foreign exchange to restrain less essential imports.

To spur private participation

The Mission will emphasize encouragement of U.S. private enterprise participation in joint ventures for production in Colombia. Government regulations and business community attitudes encourage U.S. private investment in Colombia. There is a broad sophisticated business community, though technical and managerial knowledge is insufficient for the pace of new enterprise expansion needed and desired.

Colombia is widely described as in the vanguard of the Alliance for Progress. In meeting its commitments under the Pact of Punta del Este, its social, administrative and economic reforms are laying a base for stability and a resulting favorable business climate.

BIC's in 4 cities

The Mission will operate Business Information Centers in four major business areas—Bogota, Cali, Medellin and Barranquilla. In those cities the Mission members will interview local businessmen and visit established industrial plants.

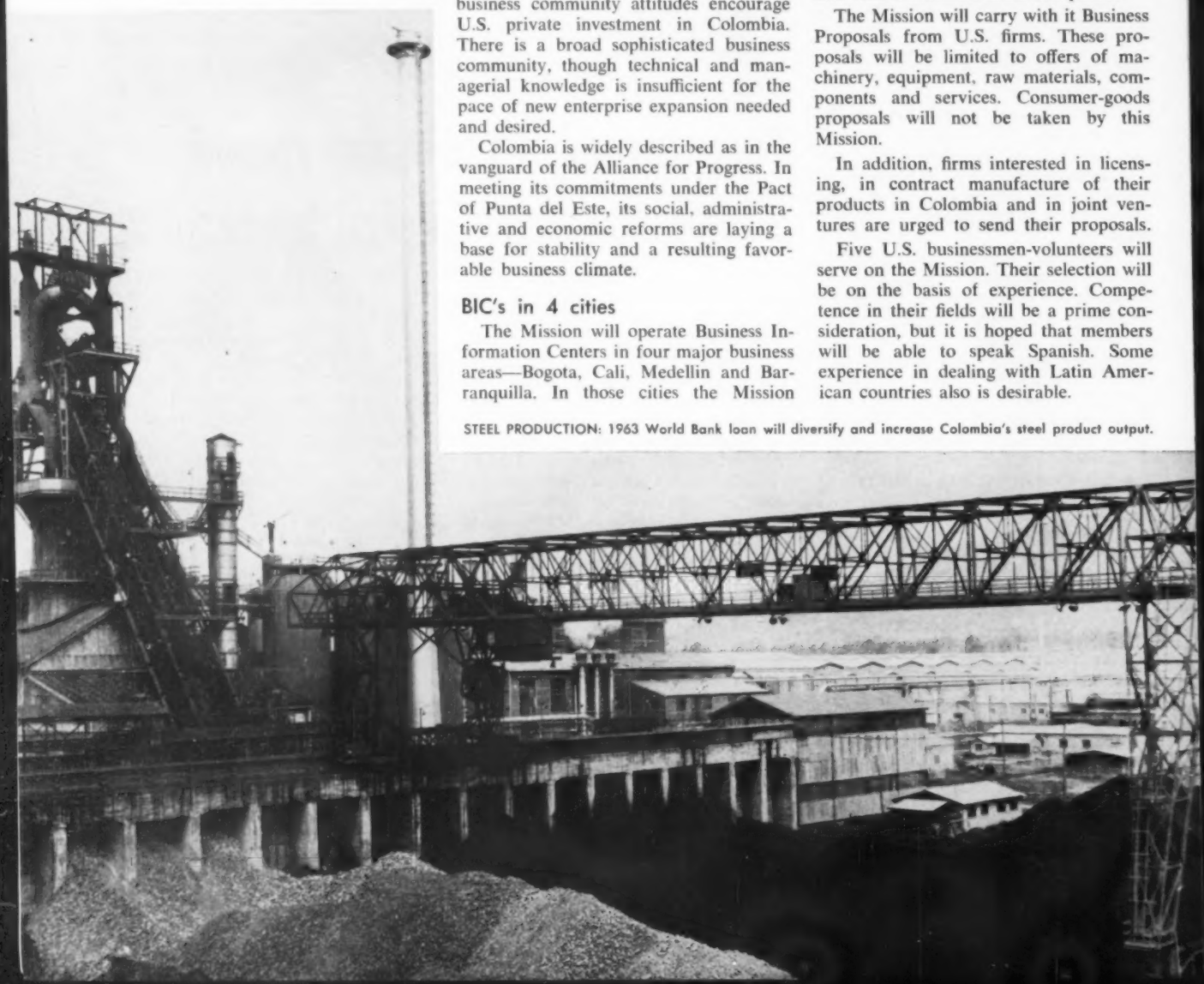
The Mission will carry with it Business Proposals from U.S. firms. These proposals will be limited to offers of machinery, equipment, raw materials, components and services. Consumer-goods proposals will not be taken by this Mission.

In addition, firms interested in licensing, in contract manufacture of their products in Colombia and in joint ventures are urged to send their proposals.

Five U.S. businessmen-volunteers will serve on the Mission. Their selection will be on the basis of experience. Competence in their fields will be a prime consideration, but it is hoped that members will be able to speak Spanish. Some experience in dealing with Latin American countries also is desirable.

35-word summary

A booklet containing a summary of all Business Proposals will be distributed in Colombia. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to BIC.



STEEL PRODUCTION: 1963 World Bank loan will diversify and increase Colombia's steel product output.

FLYING DOWN TO MEDELLIN: Busy modern airport greets visitors to this Colombian city of 691,000—one of four major business centers in the country to be visited by a U.S. Building and Investment Mission next May and June. Other cities to be visited: Bogota, capital; Cali, Barranquilla.

General descriptions of the categories in which Mission members will be recruited are given below. Businessmen who wish to volunteer their services and who meet the qualifications in any of the categories are invited to make known their availability to the Director of the Trade Missions Program, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or to any Commerce Department Field Office.

Construction materials: Experience in the widest possible range of building products and an acquaintance with U.S. manufacturers. Knowledge of use of lighter-weight durable construction materials will be valuable.

Lumber, wood products: Qualified to advise on machinery and equipment and methods used in manufacture of wood products from millwork to furniture. Some background in lumbering will be valuable.

Metalworking: Experience in equipment for widest range of processes from casting, through forming, stamping and machining. Knowledge of equipment, sources of supply will be useful.

Food processing, distribution: Qualified to discuss food processing, including canning and freezing. Knowledge of equipment, including packaging machinery, and sources in the United States. Knowledge of food distribution methods, grading, packing and warehousing, will be useful. Knowledge of meat packing also is needed.

Industrial development investment: Qualified to discuss industrial development plans, to advise on techniques of investment opportunity presentation and appraise elements of proposals for joint ventures and capitalization of new and expanding industries.

Individually or severally the Mission team must include a knowledge of and experience in actual development and conclusion of joint ventures, contract manufacturing and licensing arrangements between U.S. and foreign firms. Mission members should have a familiarity with all aspects of negotiation and business terms and procedures. General familiarity with U.S. export trade practices and thorough knowledge of medium-term export financing are required.

Data on Colombian market

A 1964 study, *Market for U.S. Products—Colombia,* has just been published by the Department of Commerce.

The study describes the scope and nature of the Colombian market, distribution facilities and services and trade regulations and practices, and analyzes the market for some commodities.

The publication may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, at 50 cents a copy.

Also available is the Commerce Department's Overseas Business Report, *Establishing a Business in Colombia,* OBR 63-107, for sale at 15 cents a copy by the Superintendent of Documents or any of the Department's Field Offices.

Mission to present Business Proposals from U.S. firms

Must be submitted to BIC no later than next March 15

The U.S. Building and Investment Mission to Colombia will take with it Business Proposals from American firms interested in obtaining trade contracts in the countries to be visited. The closing date for submission of Business Proposals

Market profile—Colombia

Area: 440,505 square miles.

Population (1962): 14.76 million.

Currency: Peso; 1 peso = US$0.10 (approximately), free market rate.

Per capita income (1961): $262.

Gross national product (1961): About $4.5 billion.

Motor vehicles: 211,030.

Radios, television: Radios, 300 per 1,000 population; televisions, 50 per 1,000.

Electricity: Generating capacity, 1.2 million kilowatts.

Principal cities: Bogota, population 1,329,230; Cali, 693,120; Medellin, 690,-710; Barranquilla, 474,040; Cartagena, 185,160; Bucaramanga, 221,770.

Foreign trade (1963, in millions of dollars): Exports (f.o.b.), $446.1; imports (c.i.f.), $466.8. Trade with United States: Imports, $240; exports, $249. Principal exports are coffee, petroleum, bananas; principal imports are capital goods, intermediate products, equipment for petroleum industry, automotive vehicles, heavy equipment, airplanes. Principal trading partners: United States, Federal Republic of Germany, United Kingdom.

to the Bureau of International Commerce is March 15, 1965.

U.S. firms with a product or service to sell, those seeking agency or distributor relationships and firms interested in joint ventures, licensing and contract manufacturing are invited to participate in the Business Proposal program.

Proposals submitted will be printed in summary form without identification or address, in a booklet in Spanish which will be distributed throughout the country prior to the arrival of the Mission. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member. Each U.S. firm will be provided with the names of all overseas firms which show a definite interest in its Business Proposal.

Consumer-products proposals are excluded.

Necessary action

U.S. firms wishing to submit a Business Proposal are asked to answer the questions below, and submit with two copies to the Director, U.S. Building and Investment Mission to Colombia, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

► What product or service do you wish to sell or offer?

► Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Mission will not seek a substitute for an established agent.

► Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.

► Are you interested in licensing or contracting with a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.

► Do you wish to import for your own account or act as an import commission agent?

► What type of firm is best qualified to transact your business?

Send descriptive material

Each Business Proposal must be accompanied by information such as brochures and other descriptive material, so that the Mission member can make an effective sales presentation. Data on the size and scope of your firm, catalogs and pricelists are appropriate for this use. Price information that includes cost-insurance-freight (c.i.f.) quotations generally gets more immediate results.

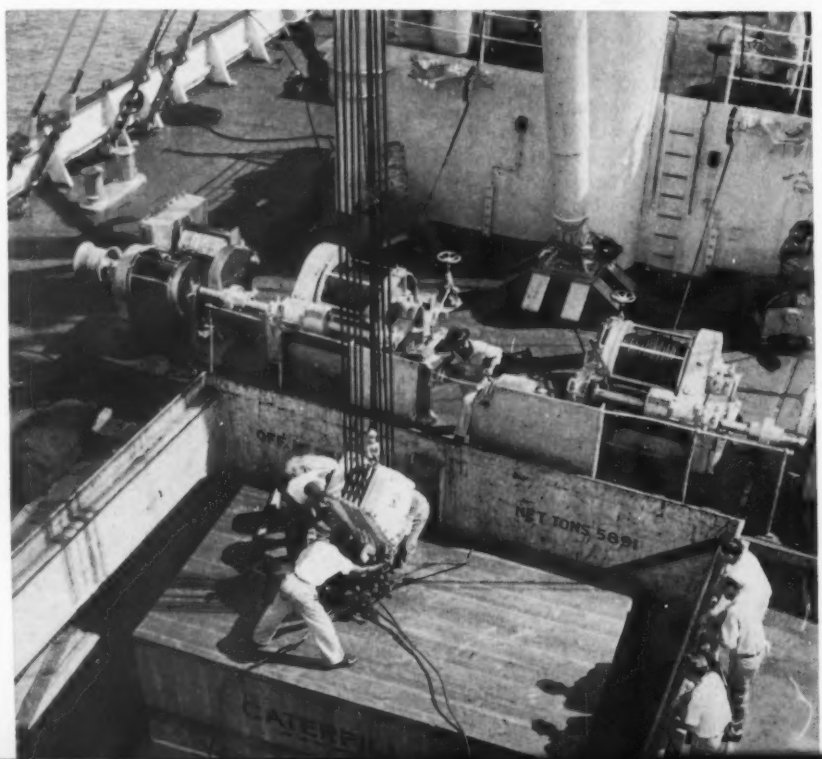
If you are representing several firms you may find it advantageous to submit a separate Business Proposal for each client, each specified by name and contact.

If your firm offers a variety of products, summarize them in your letter by commodity groups.

Printed material on your product or service may be included with your Business Proposal. However, no more than 50 single sheets can be shipped abroad for each Business Proposal.

Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: Department of Commerce Form 1A 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; a current mercantile agency report, or a current bank report.

UNLOADING AT BARRANQUILLA: Colombia is strongly oriented toward U.S. goods. Offers of machinery, equipment, raw materials, components, and services will be emphasized by the 1965 U.S. Trade Mission.



EXPORT INSURANCE

FCIA covers many risks

U.S. moving to overtake lands which effectively use guarantees system

By HENRY G. SHEEHY
President, Foreign Credit Insurance Association

Being relatively new in this country, export credit insurance is neither as well known nor as widely used by American businessmen as by European, Japanese, and other businessmen abroad.

Britain's Export Credits Guarantee Department, for example, now has many thousands of policyholders and insures about $2.25 billion of exports annually —an estimated 65% of the country's total insurable overseas sales.

The British exporter has come to rely on this protection as vital in expanding his trade. He considers it an essential part of his marketing and financing equipment. Similar wide usage of export credit cover exists in every other major industrial nation.

Once American business becomes more fully aware of this form of insurance and realizes its multiple benefits, we can look for an equally impressive showing here. With U.S. commercial exports now running at an annual rate of some $22 billion, the growth potential for export credit insurance in this country is self-evident.

How it works

What is export credit insurance and how does it work? Basically, any export credit guarantee system is a risk-spreading device. By applying the principles of insurance and the law of averages, it mitigates the common hazards to which exporters are exposed when they sell on credit terms.

As with other forms of insurance, reserves are built up from premiums paid by a large group so that the few who suffer losses may be reimbursed. Just as fire, marine, accident and other types of insurance develop loss-prevention techniques and safeguards, so do credit insurers, individually and through international associations, endeavor to stabilize commercial-credit granting.

The aim is to keep premium costs low enough to attract volume business, spreading risk as broadly as possible.

Credit insurance never is based on the assumption that a seller can extend credit imprudently. It encourages sound credit management and protects the credit grantor from losses which cannot be foreseen or otherwise guarded against.

By insuring his credits, the exporter can readily grant adequate limits and payment terms to credit-worthy buyers and markets, with assurance that his bad-debt write-offs will be minimized and that his own liquidity will not be jeopardized by frozen receivables.

Power of credit

In the United States, virtually all business is conducted on a credit basis. Large industrial enterprises as well as neighborhood retail stores order needed equipment and supplies in advance and pay for them after receipt. Under this credit system, our nation has become the world's leading producer and trader, with the highest living standards.

When we consider what credit has accomplished in building our domestic economy, it seems difficult to understand why our manufacturers and exporters do not make more extensive use of it in realizing opportunities in export trade. A nation generating a gross national product of $600 billion but selling less than 4% of its output to buyers abroad provides a sad commentary on our vaunted free-enterprise spirit.

What is responsible for this condition? Is is because business is so good at home? Do we lack the courage to explore and develop our world market? Or is it because our businessmen and their bankers are not sufficiently alert to emulate foreign competitors in meeting the rising demands of overseas buyers for deferred payment terms? Whatever the reasons, solutions must be found. The need to expand our export sales is increasingly urgent.

Different story abroad

A recent survey by the Committee for Industrial Development of the United Nation's Economic and Social Council points to these significant facts:

Export Credit Insurance is considered vital by many countries dependent on foreign trade and has become an important instrument of their commercial policy. Exports generally represent between 15 and 20% of the national income in the Western European countries where export credit insurance was initially developed. This proportion rises to around 30% in the Belgium-Luxembourg Union and around 40% in The Netherlands. In Japan, exports represent about 15% of the national income.

The availability of export credit insurance has undoubtedly had an important role in the expansion of exports in the post-war period. Between 1951 and 1961, the value of exports increased by 81% in Western Europe. The increase reached 146% in Austria, 42% in the Belgium-Luxembourg Union, 68% in France, 229% in Germany (Federal Republic), 121% in Italy, 106% in The Netherlands, 74% in Switzerland and 38% in the United Kingdom. Japan's exports rose by 200% in the same period.

These results were accomplished during a period when the industries of Europe and Japan were being rehabilitated, while ours remained intact with industrial capacity at an all time high. Doesn't this seem rather ironic for a nation recognized as a world leader in marketing?

Losing ground

The World Market Report published in the Jan. 27 INTERNATIONAL COMMERCE showed that U.S. exporters continued to lose ground in world markets to their foreign competitors during the 12-month period ended Sept. 30, 1963. While free world imports rose by about 6% compared to the preceding 12 months, imports from the United States increased by only 1%.

One of the major decisions made by the U.S. Government to encourage more firms to join in the export expansion drive was to create a credit insurance organization at least as effective as those which have long been in operation in Western Europe, Japan, and other exporting areas.

This resulted in the establishment of Foreign Credit Insurance Association (FCIA), a joint enterprise of the Export-Import Bank of Washington (Eximbank) and the private insurance industry, represented by more than 70 leading stock and mutual insurance companies.

Since it commenced business in February, 1962, FCIA has made it easy for any American exporter to insure his receivables against both commercial credit and political risks. It provides comprehensive, flexible coverage at low cost.

The Export-Import Bank assumes all political risk and shares the credit risk with FCIA's member companies. The ex-

port credit insurance program is administered by FCIA in close cooperation with Eximbank. A board of governors represents member companies.

Credit insurance is now available to exporters in some 30 countries, demonstrating its wide acceptance as a stimulus to exports. Most of these foreign credit insuring organizations, as well as FCIA, belong to the Berne Union, an international association. These insurers interchange their information and experience and make recommendations to keep payment terms within reasonable bounds in order to avoid a credit race.

Protection

Here are some of the ways in which FCIA insurance assists U.S. exporters:

► For products sold on payment terms up to 180 days, it offers a payment guarantee up to 85% of invoice value against commercial risks such as buyer's insolvency or protracted payment default; up to 95% against such political risks as a lengthy delay in converting to dollars and transferring to the United States the buyer's local currency payments, cancellation of the import license after shipment, war, revolution, riot, civil commotion, and similar political developments.

► An endorsement may be added to the policy to protect against these same hazards while the product is being manufactured. Separate policies are available to cover political risks only.

► Premium rates are based on length of payment terms and country of destination. At present, the countries are divided into 4 groups.

► Theoretically, it is required that all of the exporter's foreign sales on credit be insured. In practice, policies can be negotiated to omit some buyers and countries. The average rate is 50-60¢ per $100 of invoice value.

► To insure foreign sales of durable goods, FCIA issues payment guarantees covering medium-term credits from 181 days to 5 years. Products such as machinery, automobiles, trucks, tractors, ships, and even livestock of certain types are eligible. A very attractive feature is the availability of coverage on sales to dealers and distributors on a repetitive basis—revolving line of credit. Such coverage enables an exporter to extend liberal credit terms for the flooring and sale of trucks and heavy equipment to agents abroad for resale by them.

► Coverage is 85% for both credit and political risks. A separate policy for political risk protection alone is available as well as the endorsement to provide preshipment coverage.

Basic requirements to qualify a foreign buyer for medium-term coverage are:

Let us assume that the sale is for $100,000. A 20% downpayment is generally required, leaving an $80,000 balance due from the buyer.

This $80,000, or 80% of the contract price, is what we consider the financed portion, and on this amount the premium is based. The exporter retains for his own account 15% of this amount, which reduces the value of the principal to be insured to 68%.

Besides this net principal amount, interest up to 6% is insured. Installment payments are required, monthly, quarterly, or semi-annually, subject to a maximum 5-year term. The buyer's indebtedness is evidenced by a note or a series of notes payable at a bank in U.S. dollars for the exporter's account.

The proceeds of FCIA policies may be assigned to banks financing the insured transactions. This program is already proving to be a tremendous aid for American exporters. While FCIA's growth is encouraging, it is apparent that manufacturers and exporters generally are not using credit terms as a tool for selling abroad to the extent that they should.

Collections by letters of credit now represent over 50% of our sales abroad. If you were a responsible foreign purchaser, and asked to pay on a letter of credit basis or a 30- to 60-day draft, and you found that you could get open-account terms or 180-day term draft from another supplier with a similar product, where would you buy it?

The U.S. credit insurance program was inaugurated to encourage exporters to offer to credit-worthy buyers credit facilities as broad as those granted by their foreign competitors. It is not intended to encourage credit to buyers whose standing is unacceptable, or to support payment terms that are unjustified.

FCIA's short-term policy covers all or most of an exporter's customers on a blanket basis, based on several considerations, for amounts within reasonable credit limits. For this blanket coverage the exporter is required to have 2 favorable credit reports on the buyer, or one such report and 3 years' favorable ledger experience before shipment.

An exporter's compliance with this requirement enables him to ship all over the world to any and all credit-worthy buyers within his discretionary limit. He then submits a monthly shipment report showing the amount of his sales, payment terms, and countries.

Special application

Where coverage for more than the discretionary limit is desired, it can be obtained on acceptable buyers by special application.

The medium-term policy is written on a case-to-case basis. The United Nations Council estimates that the need for machinery and equipment in the developing countries alone will rise from an estimated value of $3 billion in 1958 to $8 billion in 1975. The United States must get its share of this type of business to keep industries and workers fully employed.

FCIA insurance has already proved to be of tremendous assistance to exporters in financing their sales. Hundreds of policies are under assignment to lending institutions, many on a non-recourse basis.

In its first 2 years of operation, the American export credit insurance program has made significant gains. Already, FCIA has written more than 2,000 policies and has insured shipments to virtually every free-world country to a value of more than $600 million.

The volume continues to mount. Premium rates have been reduced twice and coverage has been extended to include consignments and sales from consigned stocks held abroad.

The basic objective is to assist American industry to gain a larger share of the world market. In every possible way, FCIA endeavors to remain flexible and efficient in its policies and operating methods so as to provide coverage and services to the business community equal or superior to those available anywhere in the world.

Four U.S. firms increase number of 'E' winners

Companies honored for effort in increasing sales overseas

Four export-minded U.S. firms have been added to the list of "E" award winners. Ceremonies were held in New York, Wisconsin, Massachusetts and Illinois.

● The Automatic Steam Corp. of New York, N.Y., manufactures and markets industrial steam irons and other equipment for the apparel and dry cleaning industries.

The company has dealers in more than 60 nations, with its principal overseas markets in Western Europe, South Africa, Latin America, and the Far East, as well as Australia.

Dr. Jack N. Behrman, assistant secre-

tary for domestic and international business, presented the award June 4 in New York to Richard J. Sussman, vice president of the firm.

● The Hayssen Manufacturing Co. of Sheboygan, Wisc., manufactures automatic packaging machinery.

Four years ago, it was making about 9% of its sales outside the United States. It decided to expand export sales and appointed an export manager to give full time to developing overseas business. Export sales now are 30% of the total sales.

David F. Howe, director of the Milwaukee Field Office, presented the award in Sheboygan June 5 to William A. Hayssen, president.

● Ionics, Inc., of Cambridge, Mass., manufactures equipment for production of fresh potable water from high-salinity sources.

One plus 50

First overseas sale of one of their plants came in 1953 and has been followed by installation of an additional 50 units now in operation in Europe, North Africa, the Near East, the Philippines, Japan and the West Indies. Exports total 55% of the sales volume.

William S. Gaud, deputy administrator of the Agency for International Development, presented the award in Boston June 10 to Dr. Edwin R. Gilliland, president.

● The DK Manufacturing Co. of Batavia, Ill., has sold equipment and machines in more than 20 countries. One of its export products is the Vac-U-Vator, a mobile machine for the pneumatic movement of grain.

Grain has traditionally been bagged as it is harvested and moved in bags until it is milled or consumed. The Vac-U-Vator, according to the company, could play an important role in the current changeover to movement in bulk for grain.

Anthony J. Buchar, director of the Chicago Field Office, presented the award in Batavia June 12 to Edward C. Berry, vice president and general manager.

GERMAN WANTS LICENSE

Manufacturer of tipping, body, deep loading, and semi-trailers and specialized vehicles seek license to make trailers and semi-trailers of the van type as well as specialized trailers.

Write: Franz Tapper, Postfach 111, 403 Ratingen, Duesseldorf, Germany.

Rainbow-hued land has growing pains

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

SAN SALVADOR—Want to know what they are saying this month about the United States in the Valley of Hammocks in this tropical land of irenic beauty and flaring flowers, populated by warmly exotic people in picturesque dress?

Sit one day at the block-long table in the meeting room of the shining white presidential palace, a building as clean as a youngster on his way to graduation. Through the louvres of ceiling-high windows, a tender breeze is as cool as lemonade. From outside, a chorus of song from a hundred varieties of rainbow-colored birds adds background music. Look out, and lush vegetation, jungle-green, punctuated with red hibiscus, completes a luxuriant, elegant scene.

President Julio Adalberto Rivera is talking. He speaks without interruption for half an hour. He is worried today over U.S. consumption of sugar cane.

"We hear rumors of subsidy for U.S. growers," he says.

Then with the rapidity of a race-track totalizer, and with the same mystical intensity, he ticks off other matters, including a few uncertainties in the Alliance for Progress—a program, incidentally, that El Salvador supports with a baseball umpire's determination—maintenance of the Pan American highway, and curbs on loan credits.

Rivera is smooth as velvet, crisp as corn flakes, particular in speech and haberdashery, a neat man who folds his necktie into a windsor knot and has an ever-present white handkerchief peeking from a breast pocket. He laughs often and openly, but his face contours quickly to lines of sober judgment.

Then let Economic Minister Abelardo Torres Portillo begin. He explains that two-way trade is not a solution if prices of raw material, which El Salvador produces, continue to go down, while prices of finished imported goods go up.

"Coffee has plunged downward over the past 4 years," he says. "Good news of a few pennies saving a week for the United States housewife pulls the carpet from this economy and creates worse havoc than the earthquake last year that damaged the water supply."

El Salvador tourists, Torres declares, spend more in the United States than tourists from the United States spend here. "Just our students in your country spend twice as much as all of your visitors here," says Torres.

Americans who live in this paradise, who golf and fish and swim in a palm-tree climate toasted by warm sun under powder-blue skies, believe the U.S. might better think of easier credits, travel subsidies for visiting buyers, supplying engineers for big projects and simplifying insurance for overseas purchases.

Spanish-speaking Ambassador Murat W. Williams places emphasis on El Salvador's favorable investment climate and its leadership in the Central American common market. "The program here of self-help, with financial and fiscal responsibility, has contributed more than anything to the sharp improvement of Salvadoran national economy," he says.

One U.S. citizen, a long-time resident of El Salvador, pointed out that melons—produced during different months than in the U.S.—carry a 17% duty during the U.S. growing season, but when this is finished and melons are unavailable from domestic farms, the duty doubles.

There are no real problems between the United States and this land where a volcano is visible no matter where one happens to be. Relationships are cordial as the little old winemaker, and difficulties are just the growing pains of a nation fighting, and succeeding, to be on the move. For the investor or visitor, El Salvador seems as cloudless as the wisteria-blue sky one sees overhead.

Inflation tempers Moroccan optimism; trade with U.S. dips

Businessmen hope expected tax revisions will help private sector; World Bank team's report will point out prime investment areas

Morocco ended the first months of 1964 with prospects of near record crops, a continuing increase in the thriving tourism industry, and general confidence among businessmen in both the long and short-range prospects for the economy.

However, inflationary pressures generated by the Government's budget deficit and rising prices; the decrease in foreign exchange earnings caused by markedly lower citrus prices in Europe, and increased unemployment added a note of caution.

For the private sector, expected changes in the tax structure acted as a temporary brake on business expansion during the first quarter. Hope was expressed that the tax revisions would be in line with the Government's policy of encouraging private enterprise.

Although Morocco's financial difficulties have caused concern among the business community, fears have been somewhat allayed by the Government's assurances that the currency will not be devalued.

Government policy

The Government's attention has been devoted primarily to the Parliamentary consideration of the budget, which was passed April 1. The investment budget is to rise by $13 million to $157 million. Substantial increases are allotted to agencies concerned with agricultural and industrial development.

The Government raised taxes on tobacco products and alcoholic beverages in the attempt to reduce the budgetary deficit. Efforts are being made to insure more efficient collection of taxes, and major changes in the tax structure are expected. Government efforts to cope with the equally serious problem of price inflation through price control measures have not, however, been effective as yet.

Several sectors of Morocco's economic development recently were subjected to serious Government scrutiny. After an extensive evaluation, reforms were announced in the **Promotion Nationale,** a program to aid rural development and combat unemployment through a series of labor-intensive projects. High-level talks were held between representatives of the Government and the farmers to examine the entire range of problems facing Moroccan agriculture.

An 11-man team of experts from the World Bank arrived in February to carry out an intensive 3-month study of the Moroccan economy and its development possibilities. The report is expected to point out many profitable areas for investors and to aid the Government in its overall economic planning.

A number of meetings between Morocco and Spain took place during the quarter, with Spain agreeing to provide the equivalent of $1 million to aid Moroccan handicrafts. It was also announced that Kuwait would lend Morocco $28 million.

Trade deficit persists

Although still showing a trade deficit, preliminary figures for 1963 show some improvement in Morocco's balance of trade. Exports totaled $384 million in 1963, compared with $348.4 million in the previous year. Imports were $443.3 million ($424.9 million in 1962). An increase in imports in the last few months of 1963 and a decline in export earnings resulting from lower citrus prices were major contributors to the deficit.

Moroccan official statistics say imports from the U.S. dropped to $44.2 million in 1963, compared with the 1962 level of $57.5 million. Despite this drop, the U.S. remained Morocco's second largest supplier, following France. Wheat, tobacco, vegetable oils, cotton, textiles, machinery and vehicles were the major U.S. items sold to Morocco.

Moroccan exports to the U.S. during 1963 totaled $5.6 million, a drop of $4 million from 1962. The sharp decline resulted from the U.S. Government decision (effective January, 1963) to halt further stockpiling of manganese, which had been Morocco's chief export to this country.

Imports from the U.S. are being financed more and more under AID credits. Available AID funds include dollars from the $20 million loan made in the spring of 1963, most of which has been committed, and an additional $10 million loan made last fall.

Construction prospering

The construction industry continues to prosper. Cement manufacturers have revised their estimated sales upward based on 1st quarter experience, and expect sales easily to surpass the near record levels reached in 1963.

The main demand is for housing, with commercial and industrial building lagging behind. Casablanca is the center of the construction activity but some other cities also are sharing in the growth. Although the spurt in construction indicates that consumers have money to spend, retail sales are showing only a mild upward trend.

A number of projects currently are being discussed on the industrial scene. Among the most promising is a plant to process tomatoes and citrus. The Moroccan Government and a large Spanish agricultural development firm have agreed that each will provide one-third of the capital for the proposed plant. Efforts now are being made to find foreign capital to furnish the remaining third.

The Government also is considering the construction of an ammonia plant, following recent increases in the price of liquid ammonia on the world market.

In the agricultural sphere, a continuation of the favorable conditions of the early months of the year is forecast.

Excellent growing conditions are reported for the sugar beet crop. A brisk

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

trade in feed grains has continued throughout the quarter. Record exports of corn, pulses, millet and sorghum are expected.

Bright spot

The major development in the mining industry was the agreement between the Moroccan Phosphate Office and the Occidental Petroleum Co. of Los Angeles to study the feasibility of constructing a superphosphoric acid plant in Morocco. The proposed plant eventually would treat 5 million tons of phosphates a year, absorbing more than half of Morocco's present production.

If the project proves feasible, Occidental will seek the capital necessary for a joint venture with the Moroccan Phosphate Office to build the plant.

Phosphate production remains the bright spot in the mining industry, with the steady expansion of production and exports expected to continue through 1964. Production of other minerals—iron ore, manganese, cobalt, copper, lead and zinc—generally shows decreases or, at best, stability.

Tourism has been thriving during the early months of the year. Tourist traffic is reportedly brisk at present in the south—the winter tourist area—and Morocco is looking forward to record numbers of visitors this summer.

Air service to France and Spain will be stepped up during the coming months to take care of the influx of tourists, and serious consideration is being given to measures such as hydrofoil ships to supplement service across the Straits of Gibraltar.

Hotel and motel facilities are being expanded throughout the country. Pan American's Intercontinental Hotel Corp. appears close to completing its plans for a luxury hotel in Casablanca. French and German groups are planning to build tourist facilities in Agadir, Marrakech and Rabat, and on Tangier Bay.

April exports below March, but yearly totals surge

Seasonally-adjusted non-military U.S. exports of $2,046 million during April were 2% below the March totals, but were 7% higher than the April 1963 figures. Export totals for the first 4 months of 1964 also are running about 17% higher than the similar 1963 period, but the East Coast dock strike which extended into early 1963 might account for some of the difference.

Commercial sector not sharing in Bolivia's general advance

Agricultural, mining and handicraft industries make gains; new mining code to attract foreign investors drafted

The upswing which boosted Bolivia's gross national product (GNP) by 6.8% during 1963 carried over into the 1st quarter of 1964. Most sectors shared in the general advance, but the commercial sector generally remained steady or declined.

Prices rose more sharply than usual, but the outlook for a continued high rate of economic growth appeared favorable.

Industrial increases were particularly noticeable in breweries, textile, and soap production. AID recently authorized a $2.4 million loan to the Industrial Bank, a private lending agency which is instrumental in the factory rehabilitation program.

The successful showing in Chicago of Bolivian handicrafts has helped to stimulate this industry. Of particular importance was the completion of organizational plans for a Productivity Center, an industrial management and technical training institution patterned after similar organizations in Mexico and Argentina. An investment consultant has held talks with several Bolivian businessmen, Government officials, and lawyers.

Wool exports were far above 1963, with prospects for a substantial increase in foreign exchange receipts.

The reorganized agricultural bank loaned out approximately $1 million during the last 3 months, mainly in amounts of from $20 to $200 for the purchase of tools, seed, fertilizer, fencing and livestock.

A decree issued on Feb. 1, 1964, gave the Army certain responsibility to train campesino conscripts in more modern farming techniques, and to develop present Army farms into extension centers for campesinos in the area.

Foreign exchange reserves increased to $9.5 million, compared with $5.6 million at the end of first quarter 1963. Internal revenue collections rose by 12.3% and customs revenue by 14.3%.

The cost-of-living index in La Paz increased 10% during the 1st quarter, due probably to the adjustment of the previous low rates rather than to an actual 10% increase.

In the mining sector, total COMIBOL production increased by 6%, and its financial situation improved over previous quarters. COMIBOL has between 202,000 and 453,000 metric tons of known fine tin reserves available, sufficient for from 6 to 13 years at the present rate of production. Much exploration remains to be done.

President Paz announced a substantial reduction in the export tax on medium and high grade tin ores in order to stimulate the private mining sector. A draft of a new mining code, designed to attract foreign and domestic investment, has been completed.

U.S. petroleum interests are continuing negotiations for the right to utilize YPFB's pipeline to export oil to Arica, Chile, for exportation abroad. Potential production for export is from 25,000 to 50,000 barrels of oil a day.

YPFB, the national oil company, has signed a contract with a U.S. firm to study the feasibility of the establishment of a petrochemical plant in Bolivia for production of explosives and fertilizers.

AID has accepted a bid for the construction of 168 kilometers of roads into the Bolivian Oriente, to cost about $5.6 million. The project is designed to help open up the Oriente, which contains most of the potentially arable land left in the country. The armed forces also have undertaken to improve some 4,500 kilometers of secondary roads throughout Bolivia, and AID has agreed to assist the Government of Bolivia in paving the important Oruro–Las Paz highway.

Labor conditions have been relatively calm. The main issue was the struggle for power between the new government-sponsored Central Obrera Boliviana de Unidad Revolucionaria (COBUR) and the Confederacion Obrera Boliviana (COB), a leftist-dominated union composed of the powerful Mine Federation and factions of various other unions.

Guatemalan upswing continued through 1st quarter of 1964

Nation looks forward to record export earnings this year; 2 American-financed firms apply for 'new industry' status

Guatemalan merchants and other businessmen are almost unanimous in reporting higher sales for the first quarter of 1964 than for the same period of the previous year. Their reports are supported by steadily rising figures for the money supply, commercial bank clearings, deposits of all kinds and loans and discounts.

Increased earnings from coffee and sugar exports and continued increases in earnings from exports of meats and essential oils should give Guatemala record export earnings in 1964.

Imports during the quarter maintained the high levels of the previous half-year. Although last year's inventory build-up is not likely to continue, a high import level probably will mean a continued small trade deficit.

During the quarter, Guatemala's net international reserves increased $21.1 million to $68 million. During the corresponding period of 1963, when exchange controls were being applied to current transactions, reserves increased $34.1 million to a level of $70.1 million. A further increase was expected during April—as was the case last year—before the beginning of the seasonal decline in reserves.

Government revenue increased to $33.7 million during the first half of the current fiscal year, 23.9% above the same period of the previous fiscal year. Ordinary revenues are now estimated at $90 million for this fiscal year, approximately $17.7 million above last year.

In March the Government found that unanticipated increased revenues from import duties, alcoholic beverage taxes, stamp taxes and the petroleum consumption taxes permitted it to readjust the budget, raising it by $2.2 million to $121.1 million. The bulk of the increase is destined for highway maintenance and construction.

General optimism

The general feeling of optimism about the economy continued during the first quarter of 1964. Seven firms with a total capitalization of $1.3 million received the coveted "new industry" classification under the industrial incentive law, and 16 more, including 2 with U.S. capital, applied for this classification. The 2 firms having U.S. capital were Esso Central America, S.A. (to produce liquid insecticides) and Eli Lilly de Centroamerica (to produce pharmaceutical products). The combined contemplated U.S. investment was $246,000.

The largest single projected investment among the latest "new industries" was $730,000 for a pulp and corrugated cardboard mill. The other investments included factories to build spark plugs, phonograph records, household appliances, radios and television sets. All of these investments were declared as 100% national.

Mining Code delay

Continued delay in approving the draft mining code was holding up the proposed $60 million International Nickel investment.

Pressure continued for enactment of an insurance code which would make it virtually impossible for foreign companies to operate in Guatemala.

While the Ministry of Economy issued statements about its plans to establish a series of industrial parks in various parts of the country, American and Foreign Power's local subsidiary, Empresa Electrica de Guatemala, announced the establishment of the 282-acre "El Modelo" Industrial Park at Escuintla, about 35 miles south of the capital, with excellent transportation, water and electric energy facilities.

Coffee exports during the 1962-63 coffee year totaled 1.66 million bags of 60 kilograms each, an increase of 15% from the previous year. The f.o.b. value of coffee exports in 1962-63 amounted to $77.4 million, up 10% from a year earlier.

Heavy rains during the fall of 1963, together with serious infestations of leaf miner, are expected to curtail the 1963-64 coffee crop. However, the loss may be partly compensated by higher prices.

About 90% of the cotton crop was harvested and ginned by the end of March. Although the area planted was up 27%, the rains reduced production to about last year's level. The export duty on cotton was reduced, and some objectionable provisions of an earlier decree-law, relative to crop rotation on cotton land, were removed.

The 1963-64 sugar-grinding season, which got off to a late start as a result of the heavy rains, continued to operate normally during first quarter 1964. Sugar production is expected to reach 158,000 short tons, an increase of 12% from the previous year. Sugar available for export is estimated at 64,500 short tons, up 19% from 1962-63.

Contract award

The National Electrification Institute (INDE) awarded the contract for construction of a dam on the Los Esclavos river to the MacNamara Co. of Niagara Falls, Canada. This dam is part of the $5 million Los Esclavos hydroelectric project, $3.15 million of which is to be provided by an Inter-American Development Bank (IDB) loan.

A further loan of $300,000 was announced by the IDB to finance the engineering study of the El Canada hydroelectric project near Quezaltenango.

The projects represent the first stages in INDE's 10-year hydroelectric plan, which envisages an investment of approximately $62 million in 12 projects designed to provide 270,000 kilowatts of electric power through the country.

The Government decreed a minimum wage of 17 cents an hour and $40.80 a month for workers in commerce, defined in Guatemala as the resale, either wholesale or retail, of goods and products, but not of services. Approximately 11,000 workers are covered by the new minimum wage. Hotels, restaurants and other service trades are specifically exempted.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Send to:
Editor, International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230

Packaging machinery, equipment to be displayed next November at U.S. trade center in Tokyo

Market survey points out growing demand for good quality equipment but reports European products offer competition

How's the market in Japan for packaging machinery?

Pacific Projects, Ltd., prepared a market survey for the U.S. Embassy in connection with the Nov. 10-27 show scheduled at the Trade Center there, and reached the following conclusions.

- The demand for advanced, good quality equipment continues to grow because the consumers want better products.

On the other hand, the survey reported, the Japanese manufacturers at the moment cannot cope with the consumers' requirements because they don't have the experience in this field.

- Domestic manufacturers generally concentrate on producing relatively simple, small-scale equipment, while primary reliance is placed on imports to fulfill needs for larger, better quality machinery.
- Between 1957 and 1962, machinery from the United States enjoyed about a 50% share of the total market for imports. Last year, however, the Japanese began to show a preference for European machinery and the U.S. share dropped considerably.

The change in preference appears to result mainly from the belief that the European products are lower priced and more versatile, and perhaps from more aggressive sales activities by European manufacturers.

- Food and drink products at the moment represent the best field for U.S. manufacturers.

But there are other industries dealing in consumer products with large sales volume which remain virtually untouched by automated packaging machinery. It is thus evident that the overall Japanese market potential for relevant equipment is still to be exploited.

The survey concluded by reporting the following specific equipment as having current demand in Japan:

Additional details about shows scheduled for U.S. Trade Centers overseas is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Filling and wrapping machinery for dairy products; integrated machinery for packaging small quantity units of wet-pack Japanese food items with polyethylene or other soft film plastics; combination wrapping and cartoning machinery for pouching and packaging of small quantities of powdered products.

Metallurgy exhibit set for next fall in Turin, Italy

The 1st European Metallurgy Exhibition will be held in Turin Sept. 19-Oct. 4. U.S. firms are invited to participate.

The show, to be known as "MET 64," will be housed in the 11,000-square-meter pavilion of the Turin Exposition Building and will take place simultaneously with the 14th International Technical Exhibition.

A selection of advanced technical developments in the metal and foundry industries will be presented at "MET 64." Special emphasis will be placed on raw materials, equipment, plants, control and research instruments, products and applications.

Major section classifications for the metallurgy exhibit include:

Ferrous metal products; nonferrous metals and alloys, powder metallurgy and ceramics; plants, equipment and raw materials, furnaces anud linings, equipment for casting, hot and cold treatment, and cleaning and surface preparation.

Business Information Center to be placed on trade fair ship; maiden voyage set

Center to contain comprehensive library for use by U.S., foreign businessmen as meeting place; ship to visit many important ports

S.S. Tradefair, flagship of Trade Fair Ship, Inc., New York City, will carry a Government Business Information Center on her maiden voyage.

The Center, to be operated by the Department of Commerce Bureau of International Commerce, will contain a comprehensive U.S. business library. U.S. and foreign businessmen will use the Center as a meeting place to exchange trade proposals.

The ship's operators, Trade Fair Ship, Inc., suggested the Center for the ship's initial sailing from New York to North European ports late this year or early 1965. The corporation plans to convert a T-2 tanker into a floating trade fair. The ship will carry the products of American manufacturers to the more important ports throughout the world.

The Center is being installed as part of the Department's mobile trade fair program. Under this program, authorized by Congress, the Department provides financial and technical assistance to privately operated mobile trade fair projects designed to stimulate expansion of U.S. exports.

Trade Fair Ship, Inc., of New York City is the third mobile trade fair operator to receive assistance under the new program. The Department previously provided assistance to mobile trade fair programs of Delta Steamship Lines, Inc., New Orleans; and Mobile Trade Fairs, Inc., New York.

'Just what doctor ordered'

"This show was exactly what the doctor ordered for medium and small U.S. manufacturers in this field."

This is the opinion of E. J. Dennard Jr., president of Carolina Medical Electronics, Inc., of Winston-Salem, N.C. His firm was one of 32 participating U.S. companies at the May 26-June 2 clinical and diagnostic electronics show at the U.S. Trade Center in Frankfurt.

The show, say preliminary indications, will be successful, with reports placing potential sales at about $6 million in the next year.

The photographs on these two pages tell part of the story of the exhibit and the exhibitors. Opening day visitors (top left), mostly German physicians and medical equipment buyers, inspect the displayed products; in the foreground is a section of the booth of Schueler & Co.

Children's diseases received attention (top, center) as Armande Putz, famous doctor in that field, is shown with her

husband at a demonstration of a Hughes oscillograph by Mr. Burmester of Alfred Neye of Quickborn.

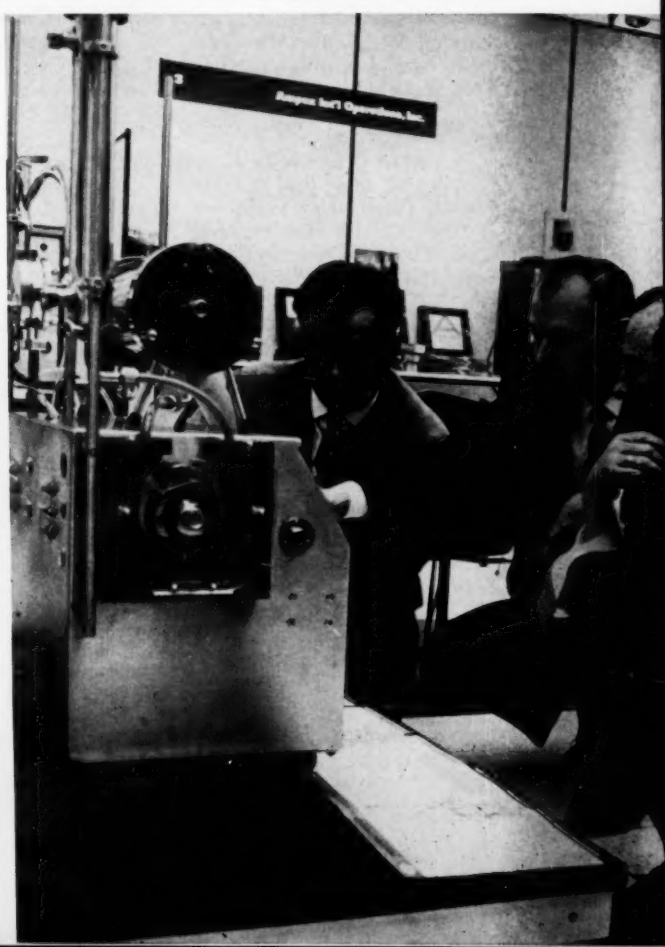
A crowd of exhibitors (top, right) listens to a briefing given in the businessmen's lounge of the Trade Center.

The possibilities of the Bausch & Lomb fiber optic are demonstrated (bottom, far left) by a model touring the exhibits.

Secretary of Commerce Luther H. Hodges, during his May 28 visit to the Center, takes a picture (bottom, left) with a Polaroid camera. To his right is Mr. Kullack, German representative.

Dr. Schubart, representing Avionic Research Co. in Germany, Mr. von Hassel of Beckman Instruments (center) and Dr. Salata, industry representative of the show (left) talk about the latest medical diagnostic equipment.

A heart-lung machine (bottom, far right) proved one of the major attractions of the show. It was produced by American Optical Co.



Bright future for trade with U.S. seen in Taipei

American trade fair, first in Free China, gets warm welcome

Popular response to "the first American Trade Fair ever held in Free China" was so great that sponsors extended the event two days beyond the full week (May 16-22) originally scheduled, with visitors totaling 15,000 before the fair was half over.

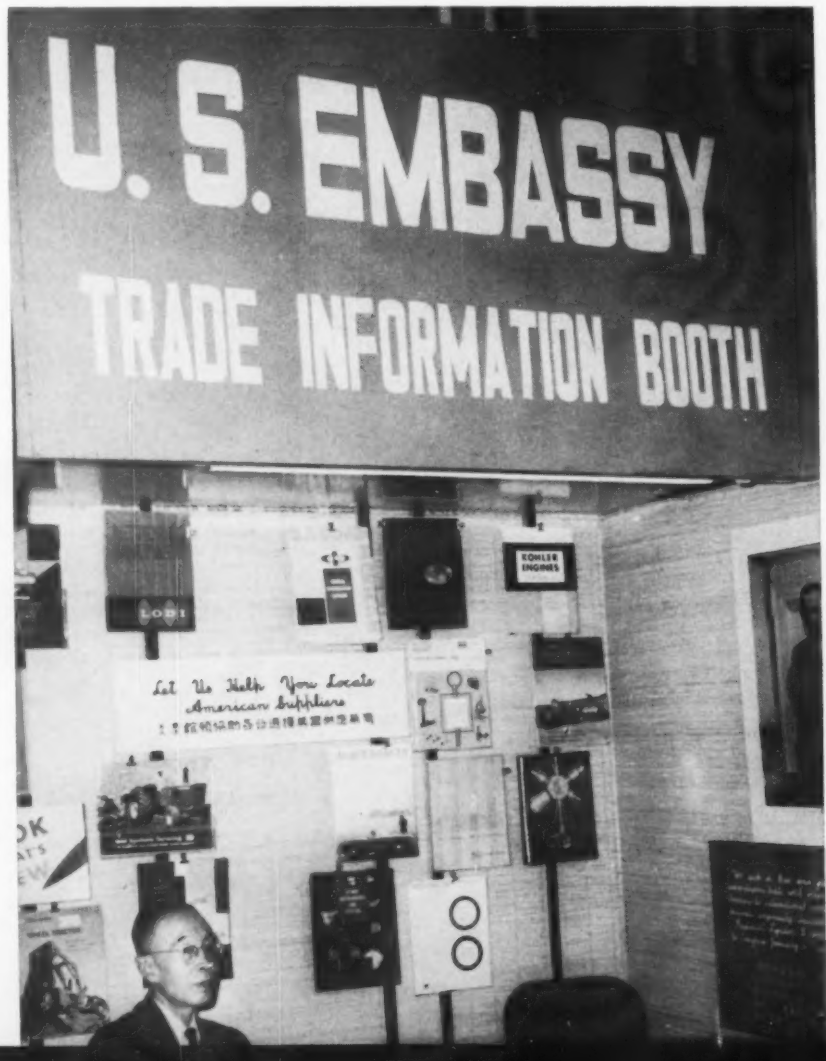
Conceived, financed and carried out by the Taipei American Chamber of Commerce (TACC), the fair—held at International House, Taipei—also broke new ground as "the first one that has ever been undertaken by any American Chamber of Commerce in any part of the world."

From beginning to end the event was a product of private enterprise, with the U.S. and Chinese governments standing on the sidelines nodding their approval.

Five hundred business and government leaders attended the opening of the show, featuring 250 products displayed by 60 American firms. Organizations manning booths ranged alphabetically from American Export & Isbrandtsen Lines (showing a model of the nuclear ship *Savannah*) to the U.S. Embassy's commercial office.

Ralph N. Clough, U.S. chargé d'affairs, called the fair "an expression, by private Chinese and American businessmen, of their faith in the future of trade between our two countries."

The potential for expansion of this trade, he told the throng, "is almost unlimited." Taipei Mayor Huang Chi-jui, citing rapidly rising living standards in Free China, said the fair would "bring brilliant prospects through Sino-American technical and economic cooperation." The speakers' words had special impact amidst varied exhibits of electronic, photographic and food-handling equipment, modern business machines, computers, earth-moving machines, architectural developments, communications satellites and the Mercury Spacecraft.



3 foreign firms lose U.S. export rights for trade with Cuba

Allegedly fronted for a firm previously denied U.S. exports

Two business concerns in the Netherlands and one in Liechtenstein have been denied U.S. export privileges indefinitely for helping a trader who was denied U.S. export privileges to continue dealing in U.S. goods.

One of the individuals in the case now is in jail in the U.S. awaiting trial for alleged Export Control Law violations growing out of the transactions in question. These involved the purchase in this country of diesel engines and parts for export to Holland and other European ports, with the alleged intention of re-exporting to Cuba.

Immediate suspension

The immediate suspension of export privileges was ordered by the Bureau of International Commerce (BIC) of the Department of Commerce, after an investigation. The BIC sanctions were imposed against the following:

Johannes Lodewijkx, doing business as Johannes Lodewijkx Import-Export, and also known as Hans Lodewijkx, John Louis and John Lewis, Rotterdam, The Netherlands;

Cornelis Lodewijkx doing business as C. Lodewijkx, Rotterdam, The Netherlands;

Truscott Est. Shaan bei Buchs, Liechtenstein.

The case started when the BIC denied export privileges indefinitely to Pierre Emil Marie Contresty—also known as Pierre Scott—for failure to furnish requested information about suspected re-exportations from Holland to Cuba of diesel engines and parts received from the U.S.

Awaiting trial

Contresty then acquired a substantial interest in the Truscott firm as a blind to continue his operations, and used Johannes Lodewijkx and his father, Cornelis Lodewijkx for the same purpose. Johannes Lodewijkx was arrested on the West Coast, while trying to buy diesel engines and parts allegedly intended for eventual shipment to Cuba, and now awaits trial for this Export Control Law violation.

Following investigation, the BIC made determinations that Truscott and the Lodewijkx pair were "related parties" in the Contresty operations, and the suspension sanctions followed.

Tariff Commission probes carbon steel bar imports

The Tariff Commission, upon the advice of the Treasury Department, is investigating imports of carbon steel bars, bar-shapes under 3 inches, and structural shapes 3 inches and over, manufactured by Western Canada Steel, Ltd. and/or its subsidiary, the Vancouver Rolling Mills, Ltd., of Vancouver, Canada.

The investigation, instituted under the Antidumping Act of 1921, is being made to determine whether such imports are being, or are likely to be, sold in the U.S. at less than fair value and whether an industry in the U.S. is being or is likely to be injured or prevented from being established by reason of such importation.

No hearing in connection with this investigation has been ordered. Interested parties, may, within 15 days after the date of publication of this notice in the *Federal Register*, request a public hearing.

Written statements must be filed not later than July 6.

Eximbank, Colombia sign $2.5 million loan agreement

The Export-Import Bank has signed a $2.5 million Alliance for Progress loan agreement with Colombia to help finance the purchase of U.S. agricultural machinery, diesel engines and equipment for irrigation.

The loan will be made to Caja de Credito Agrario, Industrial y Minero, a semi-official Colombian Government agency engaged in promoting agricultural and livestock production.

The U.S. equipment purchased from the loan proceeds will be sold throughout Colombia to small farmers on credit terms.

The loan is repayable over 5 years, beginning in 1966.

AID authorizes $3.8 million loan for Pakistan project

Generating unit to be purchased for Karnafuli hydro complex; to up E. Pakistan's power 33%

The Agency for International Development has authorized a $3.8 million loan to Pakistan to provide dollar costs of purchasing and installing an additional 40,000 kilowatt generating unit for the Karnafuli hydroelectric power project.

The existing plant, in operation in East Pakistan since 1962, has two 40,000-kilowatt units.

This is the second U.S. loan for an electric power installation in East Pakistan announced by AID recently. An earlier loan of $8.5 million will finance dollar costs of a 44,000-kilowatt thermal generating unit near Dacca.

Second loan for area

The 2 AID-financed projects will generate a total of 84,000 kilowatts, increasing by about one-third the total electric power available in East Pakistan.

The East Pakistan Water and Power Development Authority, a semi-autonomous agency of the Government, is attempting to meet the growing demand for electric power for industrial use in East Pakistan. Installations for flood control, drainage and irrigation also are imposing increasingly heavy demands on existing power resources.

The additional generating unit for the Karnafuli station, which was provided for in the original plans, is expected to be in operation by 1967. Completion of the original project in 1962 more than doubled the total power capacity from all sources in East Pakistan.

Further steps

The new loan for the third generator will be made available after required conditions are met and after the signing of a loan agreement.

The loan will be repayable in dollars by the Pakistan Government over a 40-year period, including a grace period of 10 years.

EEC adopts new regulations to end restrictions on movement of workers

Nondiscriminatory directive provides free movement, employment of workers throughout Community in second stage of gradual liberalization

The Council of Ministers of the European Economic Community has approved a new regulation and directive on nondiscriminatory employment of workers throughout the Community.

The provisions are based on Article 48 of the Treaty of Rome which states that the free movement of workers must be achieved by the end of the transitional period.

The new regulation, which went into effect May 1, opens the second stage in the plan to eliminate restrictions on the free movement and employment of workers. These new rules, although a liberalization of the first stage introduced in 1961, do not embrace all of the measures required for the full attainment of Article 48's objective. Provision is made for a gradual liberalization in accordance with Article 49, which states that free movement is to be introduced progressively.

The new regulation and directive cover in general the rules for the immigration and employment of Community workers and their families throughout the Member States; the activities of the consultative and technical committees established under this regulation and other administrative details involved in movement and employment, such as the notification of vacancies, work applications, the conditions for issuance of workers' passports, national identity cards and residence permits.

Unlike Regulation 15 which applied only to permanent workers, the new regulation applies to all wage-earners—frontier workers (wage-earners who live on one side and work on the other side of a boundary between two EEC Member States), seasonal workers, wage-earners accompanying a person supplying services or supplying such services on his behalf.

No longer conditional

Another important change is that the recruitment of nationals of other Member States is no longer conditional on the national labor market situation. New rules permit the establishment of priority only in those regions or trades where there is unemployment.

Even in these areas, where the priority of the national labor market is maintained, the new regulation provides that after 2 years in regular employment, the worker will be placed, as far as the exercise of paid employment is concerned, on the same footing as workers who are nationals of the country.

In addition to being entitled to vote in the workers' representative organization in his firm, a right granted in the old regulation, the worker is now eligible for office in this organization after he has been employed by the firm for a total of 3 years.

Provides for Commission

The institutional structure of Regulation 15 has been adopted in the new regulation without modification. This structure includes provision for a Commission which can undertake or initiate inquiries and research on the development of employment opportunities within the Community, a particular region or a specific branch of activity.

Within the Commission there is a specialized body known as the "European Coordination Office for the Equalization of Employment Offers and Applications" which has for its objective the bringing together of employment offers and applications for employment at the Community level.

Mining restriction removed on U.S. firms in Philippines

In an opinion clarifying Section 13 of the Philippine Corporation Law, the Philippine Secretary of Justice holds that "a United States mining corporation may organize a Philippine subsidiary to engage in mining in the Philippines, and that unless it already has another subsidiary corporation organized for the purpose of engaging in mining in this country or has a subsisting interest in any other Philippine mining corporation, or owns interests therein, the limitations prescribed in Paragraph 5 of Section 13 of the Corporation Law would not apply to it."

Expansion planned for Malaysian finance firm

The Malayan Industrial Development Finance, Ltd., (MIDFL), a quasi-governmental development company, has changed its name to the Malaysian Industrial Development Finance Ltd., and intends to open offices in Singapore, Sabah, and Sarawak in the near future to make loans available to new industries in those areas.

MIDFL provides the following assistance in the industrial development of Malaysia:

Financial advisory services, equity participation, long-term and medium loans with appropriate grace periods and amortization schedules, factory mortgage loans, installment-plant loans for industrial machinery, development of industrial estates, technical and managerial advisory services, promotion of joint ventures, issuing house and registrars' services, underwriting of capital issues, feasibility studies, and negotiations between overseas and Malaysian entrepreneurs on specific industrial projects.

Brazil exempts machinery

The Bank of Brazil (FIBAN) has added imports of certain machinery parts to the list of products exempted from the compulsory prior deposit requirement.

The addition includes parts necessary for domestic production of machinery and equipment of importance to the development of the Brazilian economy.

The procedure requires that the importer submit proof of the essential nature of the import and that the specific industry in question is subject to a satisfactory program of "nationalization." (See INTERNATIONAL COMMERCE, Jan. 13, p. 19).

Minimum wage established

The minimum wage in commerce in Guatemala has been established at $0.17 per hour, $1.36 per day and $40.80 per month by an Executive Order which went into effect May 30.

An estimated 11,000 workers in both retail and wholesale trade are covered. Included are importers and exporters; branches, offices and sales agencies of manufacturing enterprises, commodity brokerage firms; as well as other categories of enterprises named in the order.

Hanover Fair brings license offers to U.S. companies to make German products

German firms interested in offering licenses for U.S. production; licenses also sought for manufacture in Germany of machinery, equipment

German manufacturers interviewed at the Hanover Fair are interested in offering licenses to U.S. firms for the production of wire cloth and abrasive resistant screens, road graders and a line of a newly developed air-cooled diesel engine.

Licenses are being sought for the manufacture in Germany of garage and construction equipment, centrifugal water pumps, cranes and machinery, and light metal and laminated plastic products and processing machinery for such products.

Licenses offered

The names and addresses of following German manufacturers offering licenses to U.S. firms may be obtained from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, by referring to the file number assigned each opportunity described below.

- Manufacturer of wire cloth and abrasive resistant screens seeks U.S. licensee to produce its 4-denier wire cloth equipped with special long-life wire of bronze alloy. It also want to have its high abrasive resistant screens made of the same special alloy produced under license in this country. **File 1250**
- Road building machinery manufacturer offers license for U.S. production of its road grader. **File 1251**
- Prominent German manufacturer has developed new air-cooled diesel engine and wants to license large U.S. manufacturer to produce in this country. This firm's latest development in engine design is range of 1, 2, 3, and 4-cylinder air-cooled diesel engines with 12 to 43 hp. din. These engines are claimed to be of compact design and to have a uniformity of structural parts thus being inexpensive to produce and maintain. Their ideal power to weight ratio permits their use as industrial engines for generators, blowers, pumps, and compressor units; and as engines in tractors, agricultural machines and utility vehicles. **File 1252**

Licenses sought

- Manufacturer seeks license to produce garage equipment such as hydraulic lifts and systems conveyors, construction machinery.

Write: Electrizitaets-Gesellschaft Lau K-G, Moers/Ndrh. Baerler Str., 18-38.

- Water pump manufacturer seeks license for manufacture of centrifugal water pumps, specifically for dirty water.

Write: J. Hartlage Pupenfabrik, 45 Osnabrueck, Hottstr. 29/34, Postfach 528, Duesseldorf.

- License sought for the production of products in the fields of steel, machinery, crane construction.

Write: Georg Noell & Co., Wuerzburg, Nuernberger Str. 12.

- Seeks license for the manufacture of light metal and laminated plastic products such as containers, and metal and laminated plastic processing machinery.

Write: Messerschmitt AG, 89 Augsburg, Haunstetter Strasse.

Indian steel fabricator proposes joint venture

A large and long-established Indian firm is interested in obtaining, on a joint venture basis, private U.S. help with the establishment of a silico-manganese steel plant.

The plant will manufacture 24,000 metric tons annually of the steel products.

A total financial outlay of $7.4 million for the project is envisaged, of which $3.2 million will form the rupee component and $4.2 million the U.S. dollar component, inclusive of the cost of machinery, technical know-how, training of technicians and the expenses of foreign technicians.

The firm has already obtained an industrial license for the project. The collaboration agreement itself would need the approval of the Government of India.

U.S. steelmakers interested in obtaining additional information should write: Bureau of International Commerce, Office of International Investment, File 4-3312-6-H, Department of Commerce, Washington, D.C., 20230.

Licensing agreement wanted by Mexican rifle company

A licensing agreement to manufacture 22-caliber rifles of U.S. design is sought by a firm in Mexico.

The firm, established in 1954, manufactures rifles and guns under its own name, Armamex, and assembles revolvers and rifles for account of another company. It imports sporting goods, police supplies and radios.

Although the market is said to be limited at the present time, U.S. rifle makers wishing to enter the Mexican market may find this opportunity worth exploring as imports of weapons, including sporting rifles and guns, are subject to import controls by the Mexican Government.

Interested U.S. manufacturers may obtain further information by writing to Phil C. Roettinger, President, Armamex, S.A., Calle Sur 132, No. 122, Col. Observatorio, Mexico 18, D.F., Mexico.

Viet-Nam firm seeks refrigeration gear

Viet-Nam's largest manufacturer of electric fans, Nam Tien Cong Ty, (NATICO), desires to enter into negotiations with a U.S. company on assembly of air conditioning and refrigeration equipment and the manufacture of motors for electric fans.

The nature of the investment to be made by the U.S. firm and the kind of return to be received by the investor are open to discussion.

This type of equipment is not assembled in Viet-Nam at the present time. Although the market for air conditioning and refrigeration equipment is limited because of the more urgent requirements of the war, imports nevertheless totalled more than $750,000 for the first 8 months of 1962.

NATICO's plant covers an area of 1,400 square meters and is fully equipped for the manufacture of electric fans and fluorescent-lamp ballasts. Production of portable, ceiling and standing fans is 15,000 units a year.

Interested U.S. manufacturers of air conditioning and refrigeration equipment and of electric motors write: Tran Qui Dam, Director, NATICO, 78-80 duong Cach Mang 1/11, Saigon, Viet-Nam.

$22-million, 30-mile road planned by South Africa; first section bids invited

The Chairman of the Transvaal Provincial Administration Tender Board invites bids from experienced contractors on construction and bituminous surfacing of the New National Road, the Johannesburg-Pretoria Throughway, South Africa.

This bid for the first section, about 5.1 miles, is from Pretoria to the Littleton Agricultural Holdings. Total cost of the 30-mile throughway is estimated at more than $22 million.

Tender No. is R.F.T. 20, 1964. Bids, completed in accordance to document conditions, should reach the chairman, P.O. Box 1040, Pretoria, before 11 a.m., July 10, when the tenders will be opened in public.

Hand delivered tender documents should be placed in the Formal Tender Box at the inquiry office in the foyer of the Provincial Bldg. at the Pretorius St. main public entrance (near Bosman St. corner), Pretoria, by 11 a.m. Tenders shall be binding for 90 days.

Tender documents, including a set of drawings, may be obtained from the Director, Transvaal Roads Dept., Room No. D.518, Provincial Bldgs., Church St. (P.O. Box 1906), Pretoria, on payment of a temporary deposit of U.S. $140.

This amount will be refunded provided a bona fide tender is received or all such tender documents are returned to the office of issue within 14 days after the closing date of the tender. Fixed deposits already held by this department are not recognized. An additional copy of the schedule of quantities will be provided free of charge.

One copy of the "Notice to Tenders" and a "Complete Set of Tender Documents" is available for review only at the Building Materials & Construction Industries Division, Rm. 4012, BDSA-306, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-3601.

UAR extends bid deadline

The General Organization for Executing the Five Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, has extended the bid deadline on Tender No. 25/64 for a particle board plant near the Nag-Hamadi Sugar Mill to June 25. (INTERNATIONAL COMMERCE, Feb. 24, p. 17).

Bids invited by Mozambique for construction projects

Invitations to bid have been issued by the Government of Mozambique for 2 construction projects which have an estimated value of $6 million.

One project, the construction of bridges on the Save, Buzi and Revue Rivers on National Highway No. 1, estimated at $2.3 million, has a bid deadline of 9 a.m., August 20.

The other project, the construction of 11 bridges and a section of highway located between the Save River, Highway No. 1, and Inchope, on Highway No. 6, of the Beira-Umtali Highway, estimated at $4,104,000, has a bid deadline of August 21.

All correspondence is requested in Portuguese.

Information for both projects, including bidding specifications, contract terms, drawings, is available for review weekdays during office hours at the office of the Director of Public Works and Transport Services, Engineer Manuel Honoris de Matos Viegas, Lourenco Marques, Mozambique.

El Salvador changes bid deadline on hospital needs

El Salvador has extended the deadline to bid on hospital equipment and supplies (INTERNATIONAL COMMERCE, Dec. 23, 1963, p. 31.) to June 26. The tender No. is 200(63). Correspondence is preferred in Spanish.

Twenty-four items in various quantities and units are on the list, including flowmeters, with oxygen cutler adapter; jet humidifiers; nebulizers; metal cafeteria trays; incubators; covered jars; dressing and supply cart; 2-stage oxygen therapy regulators and infant thermolox tents.

Terms and specifications in Spanish may be obtained on loan by firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA-311, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated May, unless otherwise marked.

American Firms Subsidiaries and Affiliates—Chile.
Book, Magazine and Periodical Importers and Dealers—India, April.
Curio, Novelty and Handicraft Manufacturers and Exporters—Portugal, April.
Feedstuff Importers, Dealers and Manufacturers—Belgium.
Feedstuff Importers, Dealers and Manufacturers—Switzerland.
Laundry and Dry Cleaning Industry—Japan.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—New Zealand.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Portugal.
Provision Importers and Dealers—France.
Sporting Goods, Toy and Game Importers and Dealers—Belgium, April.

Two NATO tenders in Germany announced; open to U.S. bidders

Two NATO tenders have been announced by the Federal Republic of Germany for supply and installation of electrical equipment and machinery in a high pressure pumping station, and the supply and installation of pipelines. Applications must be filed by June 18.

Project No. 68-25-74-02-27 involves the supply and installation of standard 100 ATUE pipes, fixtures and connecting pipes to diesel pumping units and storage tanks. A local-currency fee of DM 85 (approx. $21.25) is payable upon filing of application.

Project No. 68-25-74-02-28 requires the supply and installation of about 31 kilometers of standard 100 ATUE pressure, insulated 8 5/1" (sic) seamless steel pipes. A DM 60 (approx. $15) filing fee is payable to the contracting agency.

U.S. business firms, certified eligible to participate in NATA infrastructure, are invited to submit their applications on a specially designated form with the appropriate fee made payable to the German executing agency. This form is available on request from BDSA's Trade Opportunities Staff (111), U.S. Department of Commerce, Washington, D.C. 20230. Copies of the Federal Republic's Notice of Intent outlining the supplies and services required are also available from the staff.

U.S. firms not already certified to participate in NATO infrastructure International Competitive Bidding are invited to submit their resume to the Staff including the firm's experience, a recent annual report, and one completed copy of the General Services Administration standard form 129.

Buying agency changed for sodium hydrosulfite tender

A change in the buying agency has been made for the sodium hydrosulfite tender No. 126, bid deadline 23 June, mentioned in INTERNATIONAL COMMERCE, May 4, p. 46, under Industrial Chemicals.

According to the Ministry of Commerce, bids should be sent to the Iranian Sugar Factories, Estakher Ave., Tehran, Iran.

Additional information may be obtained from the Chemical and Rubber Division, BDSA, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WOrth 7-3468.

Japanese firm seeks know-how

Kinoshita & Co., Ltd., (Kinoshita Sansho K.K.), No. 5 Takara-cho 2-chome, Chuo-ku, Tokyo, is interested in locating a U.S. firm that can provide technology for coin-operated shoe polishing machines.

Interested firms should send descriptive brochure with replies direct to Kinoshita & Co., Ltd.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

FRANCE—Vegetable seeds. Ets. Moreau, Portron & Cie (importer, dealer), Brain-sur-l'Authion (Maine & Loire).

012 Fruit, Tree, Nut, Vegetable Farms

GERMANY—Citrus fruits, apples, pears. Quotations cif Rotterdam or Antwerp. Peter Heep GmbH. & Co. (importer, wholesaler, commission merchant), Fruchtimport Kom.-Ges., Grossmarkthalle, 5 Koeln a. Rh. WTD 5/14/64.

Fresh fruits, vegetables, all kinds. Quotations cif Antwerp, Rotterdam or Hamburg. Hermanek & Rademacher GmbH. (importer, wholesaler), Grossmarkt, 5 Koeln a. Rh. WTD 5/13/64.

109 Metal Ores

● **CEYLON**—Monazite, 99 percent purity, guaranteed 66 percent rare earth oxide including thoria, 125 lt. Bid deadline June 19. Chairman, Tender Board, Ministry of Commerce & Industries, 404 Bullers Rd., Colombo 7.★ (Telephone: 202-WO 7-2684).

200 Food

ETHIOPIA—Canned foods: vegetables, meats. Requests replies from manufacturers. Sargil (importer), P.O. Box 1483, Addis Ababa. WTD 3/20/64.

JAPAN—Raw materials for confectionery, other food and feed industries. Shima Trading Co., Ltd. (importer-exporter), 10 Koraibashi 4-chome, Higashi Ku, Osaka. WTD 3/18/63.

MALAYSIA—Canned foodstuffs: meat, vegetables, fruit. Quotations cif Singapore. Prices must be competitive. Sandilands Buttery & Co. Ltd. (importer, wholesaler), P.O. Box 541, Singapore 1. WTD 5/8/62.

201 Meat Products

FRANCE—Frozen meat for canning. Henri Dory & Cie (manufacturer), 87 Rue Taitbout, Paris 9e. WTD 5/14/64.

JAPAN—Canned, dried meats, all varieties. Requests replies with literature, prices. Takihyo Co., Ltd. (manufacturer, exporter-importer), 4-9 Miyukihondori, Naka-ku, Nagoya. WTD 5/22/64.

TRINIDAD, W.I.—Canned meats, all types. Requests replies from manufacturers. Direct purchase and agency. Grell & Co., Ltd. (importers, wholesalers, general agents, merchants, ship chandlers), 60 St. Vincent St., P.O. Box 124, Port of Spain. WTD 5/14/64.

202 Dairy Products

TRINIDAD, W.I.—Sweetened, evaporated, powdered milk. Requests replies from manufacturers. Direct purchase and agency. Grell & Co., Ltd. (importers, wholesalers, general agents, merchants, ship chandlers), 60 St. Vincent St., P.O. Box 124, Port of Spain. WTD 5/14/64.

203 Canning, Preserving Foods

GERMANY—Canned fruits, vegetables, all kinds. Quotations cif Antwerp, Rotterdam, or Hamburg. Harmanek & Rademacher GmbH (importer, wholesaler), Grossmarkt, 5 Koeln a. Rh. WTD 5/13/64.

JAPAN—Canned, dried vegetables, fruits, all varieties. Requests literature and prices. Takihyo Co., Ltd. (manufacturer, exporter-importer), 4-9 Miyukihondori, Naka-ku, Nagoya. WTD 5/22/64.

TRINIDAD, W.I.—Canned fruits, vegetables, sea foods, all types. Requests replies from manufacturers. Direct purchase and agency. Grell & Co., Ltd. (importers, wholesalers, general agents, merchants, ship chandlers), 60 St. Vincent St., P.O. Box 124, Port of Spain.

204 Grain Mill Products

NEW ZEALAND—Rice flour, off-white, fineness not less than 95%, to pass 100 mesh British standard sieve specifications. Reckitt & Colman (New Zealand) Ltd. (manufacturer), 358-360 Rosebank Rd., Avondale (P.O. Box 19046), Auckland. WTD 5/26/64.

205 Bakery Products

CHILE—Biscuits. Direct purchase and agency. Dragnic, Glusevic & Cia. Ltda. (importer), Errazuriz 489, Casilla 195, Punta Arenas. WTD 3/19/64.

209 Food Preparations

CHILE—Pork lard, edible fats, edible oils. Direct purchase and agency. Vicente Ponce M. (importer, wholesaler, sales agent), 1457-1463 Chiloé, Casilla 5100, Santiago. WTD 4/17/64.

TRINIDAD, W.I.—Miscellaneous food preparations such as cakes, pastry, bread and roll mixes; pre-cooked meat pies; soups; dried fruits; condiments, sauces. Requests replies from manufacturers. Direct purchase and agency. Grell & Co., Ltd. (importers, wholesalers, general agents and merchants, ship chandlers), 60 St. Vincent St., P.O. Box 124, Port of Spain. WTD 5/14/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

213 Tobacco

GERMANY—Whole tobacco leaves 13″ to 14″; Connecticut Shade wrapping tobacco; Florida wrapping tobacco. Requests replies in German from producers only; quotations cif European ports. Rudolf Holzapfel (importer, manufacturer), 84 Wilhelmstrasse, 498 Buende-Ennigloh. WTD 5/13/64.

220 Textile Mill Products

GREECE—Textiles of all kinds; cotton, wool, man-made fibers, mixed fibers, high quality, for men's, women's, children's clothing; cotton upholstery fabrics. Requests replies from manufacturers. Direct purchase and agency. "Essex" Societe Anonyme de Commerce et Representations (importer, wholesaler, retailer, sales agent), 11 Nikodimou & Voulis St., Athens 119. WTD 5/11/64.

221 Broad Woven Fabric Mills, Cotton

GERMANY—Finished cotton fabrics for sport and leisure shirts, non-iron; twills, including finished fabrics, sanforized, hydro blue, fishbone pattern and/or plain. Wilhelm Merk (manufacturer), 7401 Oeschingen/Wuertt., Reutlinger Strasse.

NORWAY—Cotton piece goods for manufacturing women's morning gowns, nightwear, aprons. Boug & Rosling A/S (manufacturer), 1 Lilletorget, Oslo. WTD 5/20/64.

SWEDEN—Medium, low-priced 58″ cotton poplins for coats. Direct purchase and agency. Ivan Lindberg & Co. AB (agent), Arkaden, Göteborg. WTD 5/14/64.

222 Broad Woven Fabrics, Manmade Fiber, Silk

ENGLAND—Nylons, dacrons, tricels, other synthetic materials; plain, printed, dress weight, medium price. Hertie Ltd. (exporters, importers, wholesalers), 33 Margaret St., Cavendish Square, London, W.1. WTD 4/27/64.

Nylon, dacron, other synthetic materials, particularly those new on market, for furnishings, dress, other fashion wear. Agency and direct purchase. D. T. Donan & Co. (manufacturers, exporters, importers, sales agents, retailers), 5 Stratford Place, London, W.1. WTD 5/6/64.

ITALY—Dacron fabrics for manufacture of sails; nylon fabrics for tarpaulin. Direct purchase and agency. R. & E. F. 111 Cristoffanini (manufacturer, importer, exporter), Manesseno, Sant'Olcese, Genoa.

NORWAY—Piece goods for manufacturing of women's morning gowns, nightwear, aprons. Also interested in blends of cotton, man-made fibers. Boug & Rosling A/S (manufacturer), 1 Lilletorget, Oslo. WTD 5/20/64.

SWEDEN—Medium, low-priced 58″ rayon poplins for coats; medium, low-priced 54″ nylon fabrics for jackets, dressing gowns. Direct purchase and agency. Ivan Lindberg & Co. AB (agent), Arkaden, Göteborg. WTD 5/14/64.

223 Broad Woven Fabric Mills, Wool

SWEDEN—Medium, low-priced 58″ worsted fabrics. Direct purchase and agency. Ivan Lindberg & Co. AB (agent), Arkaden, Göteborg. WTD 5/14/64.

224 Narrow Fabrics

MALAYSIA—White pleated nylon cord in lengths of 11'-12'; 21'-22'; 35' to 80'. Interested in receiving sample clippings. Requests quotations c.i.f. Singapore. Prices must be competitive. Sian Chua Trading Co. (importer, wholesaler), 78-D Robinson Rd., Singapore 1.

227 Floor Covering Mills, Products

JAPAN—Cotton rugs. Requests literature, prices. Takihyo Co., Ltd. (manufacturer, exporter, importer), 4-9 Miyukihondori, Nakaku, Nagoya. WTD 5/22/64.

228 Yarn, Thread Mills, Products

● **BURMA**—Nylon yarn, 15 to 210 denier, assorted types, on bobbins, cops and cones, 195,229 lb. Tender No. 19/P-16/64, bid deadline June 29. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5220).

● Rayon yarn, 50 to 300 denier, assorted types, on cones, 84,865 lb. Rayon yarn, 150 denier, 24 filament, 300 twist, dull, on cone, 2,000 lb. Stretch yarn, 70 denier, 34 filament, 20 twist, raw white unsized, on cone, 1,000 lb. Polyester yarn, 50 denier, 24 filament, 300 twist, extra dull, on cone, 400 lb. Polyester yarn, 40 denier, 24 filament, 300 twist, extra dull, on cone, 1,000 lb. Acrylic yarn, 2/30 count, hank, 1,000 lb. Tender No. 24/P-16/64 bid deadline July 3. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5220).

● Nylon yarn for weaving, No. 66, 15 to 110 denier, assorted types, on bobbins, cones and cops, 421,855 lb. Bulked yarn for weaving, 70 denier, raw white unsized, on cone, 500 lb.; bulked yarn for weaving, 100 denier, raw white unsized, on cone, 2,000 lb. Polyamide fiber yarn for weaving, 40/9, extra dull, on cone, 2,000 lb. Tender No. 25/P-16/64, bid deadline July 6. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5220).

● Spun rayon yarn, 30/2, dull, in hanks, 100, 200 lb.; staple fiber yarn, 3.5/1, crimped, dull, in hanks, assorted colors, 65,480 lb.; staple fiber yarn, 2.8/1, curl finish, white, in hanks, 16,404 lb.; dyed rayon satin, 100% rayon, 3,600 threads, hard finish, width 36″, 263,046 yd. Tender No. 14/P-16/64, bid deadline June 27. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5220).

ENGLAND—Worsted, synthetic yarns, for knitting, weaving. Agency and direct purchase. Anglo-Orient Manufacturing Co. Ltd. (importers, wholesalers), 209/210 Ulster Chambers, 168 Regent St., London, W.1. WTD 5/14/64.

GREECE—Yarns, all kinds, for industrial weaving, hand knitting; requests replies directly from manufacturers. Direct purchase and agency. "Essex" Societe Anonyme de Commerce et Representations (importer, wholesaler, retailer, sales agent), 11 Nikodimou & Voulis Sts., Athens 119. WTD 5/11/64.

232 Men's, Youths', Boys' Furnishings

GREECE—Men's, boys' high quality underwear of nylon, cotton or any other material; bathing suits. Requests replies from manufacturers. Direct purchase and agency. "Essex" Societe Anonyme de Commerce et Representations (importer, wholesaler, retailer, sales agent), 11 Nikodimou & Voulis Sts., Athens 119. WTD 5/11/64.

233 Women's, Misses' Outerwear

FRANCE—Quality ladies coats. Direct purchase and agency. Max Mozes (importer, dealer), 6 Rue du Sentier, Paris 2e.

GERMANY—Coats of imitated fur material; Arnel (sharkskin) dresses in medium-priced field; leisure wear. Hilmarop Import-Warenvertriebsgesellschaft mbH. (importer, distributor), Drostestrasse 7a, Hanover.

THAILAND—Women's sportswear, summer lines only. S & C Super Market Ltd. Partnership (importer, wholesaler, retailer), 139/5 Gaysorn Rd., Bangkok.

234 Women's, Misses', Children's Under Garments

GREECE—Women's, girls' high quality underwear of nylon, cotton, or any other material; bathing suits. Requests replies from manufacturers. Direct purchase and agency. "Essex" Societe Anonyme de Commerce et Representations (importer, wholesaler, retailer, sales agent), 11 Nikodimou & Voulis Sts., Athens 119. WTD 5/11/64.

THAILAND—Women's underwear, nylon, all sizes; approx. order $1,000 per shipment. Praditsmai (importer, wholesaler, retailer), 47-49 Burapha Rd., P.O. Box 1996, Bangkok.

240 Lumber, Wood Products

GERMANY—Logs, veneer, sawmill quality. Direct purchase and agency. Georg Hartmann (manufacturer, importer, exporter, wholesaler), 7501 Berghausen/Baden, Joehlinger Strasse 11.

242 Sawmills, Planing Mills

GERMANY—All kinds of sawn wood. Direct purchase and agency. Georg Hartmann (manufacturer, importer, exporter, wholesaler), 7501 Berghausen/Baden, Joehlinger Strasse 11.

● **IRAQ**—3,500 cu. ft. first quality white pine lumber, sizes 1″ x 8″ to 4″ x 12″, lengths 10′ or over. Tender No. 64/64, bid deadline June 25. Specifications and 2 samples to accompany bid. Director General, Iraqi Ports Administration, Margil.★ (Telephone: 202-WO 7-3365).

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

GERMANY—Veneer, 0.6 millimeters, of fine hardwoods; clean, without pin knots, other defects; mouse gray color; plywood, incl. water-proof, size 250 x 125 centimeters. Direct purchase and agency. Georg Hartmann (manufacturer, importer, exporter, wholesaler), 7501 Berghausen/Baden, Joehlinger Strasse 11.

Walnut veneer, thickness 0.6-0.7 millimeters. Metz & Co., Furniere (importer, exporter, wholesaler), 7023 Echterdingen bei Stuttgart, Hohenstaufenstrasse 13.

249 Wood Products

FRANCE—Cork floor coverings. Ets. Marcel Miguet (importer, dealer, manufacturer), 29/31 Rue Titon, Paris 11e. WTD 2/18/63.

251 Household Furniture

NETHERLANDS—All types of aluminum folding garden furniture such as chairs, tables, chaises. F.o.b. Atlantic seaports. Requests replies with catalogues, from manufacturers only. Direct purchase and agency. W. A. Bary N.V. (importer, exporter, wholesaler), Emmakade 64 or P.O. Box 15, Leeuwarden.

252 Office Furniture

THAILAND—Low-priced steel cabinets for general office use. Bombay Stationery Ltd. Partnership (importer, wholesaler), 1104 New Rd., Bangkok. WTD 12/12/63.

262 Paper Mills, Products

NORWAY—Office stationery, other office supplies. Direct purchase and agency. H. Hafnor (importer, wholesaler, manufacturers' agent), 11 Tollbugaten, Oslo. WTD 4/30/64.

264 Converted Paper; Paperboard Products

CANADA—Moist towelettes used for hand cleaning. Exclusive representation for Province of Quebec. Harbour Products Reg'd. (importer, manufacturer's representative, distributor), 1475 Dominion St., Sherbrooke, Quebec. WTD 5/13/64.

GERMANY—New products for sale in stationery outlets. Heinrich Hermann, Papierwarenfabrik (manufacturer), 7 Stuttgart-Wangen, Ulmer Strasse 300.

Adhesive paper for self-adhering products. Requests replies from manufacturers only; quotations cif European ports. Metallpapierfabrik H. Benkert GmbH (manufacturer), 12 Industriestrasse, 469 Herne. WTD 5/13/64.

MALAYSIA—Stationery. Requests quotations cif Singapore. Prices must be competitive. Direct purchase or agency. Shing Hwa Stationery Co. (importer, wholesaler, retailer, manufacturer), 385 North Bridge Rd., Singapore 7.

265 Paperboard, Containers, Boxes

PHILIPPINES—Semi-chemical corrugating medium paper for making corrugated carton boxes, (26 lb. basis), liner board for making corrugated carton boxes, (69 lb. basis, 42 lb. basis, 38 lb. basis, 33 lb. basis, 26 lb. basis). Direct purchase and agency. Republic Corrugated Cartons & Alcohol, Inc. (manufacturer, processor), c/o Wilson Po, General Manager, Po-o, Mandawe, Cebu.

271 Newspapers; Publishing, Printing

MALAYSIA—Overissued, old newspapers. Requests quotations cif Singapore. Prices must be competitive. Direct purchase or agency. Everfair Agency (importer, indent agent), 16 Boat Quay, 2nd Floor, Singapore 1.

280 Chemicals

JAPAN—All kinds of pharmaceutical, industrial, agricultural chemicals, pesticides. Shima Trading Co., Ltd. (importer-exporter), 10 Koraibashi 4-chome, Higashi Ku, Osaka. WTD 3/18/63.

PHILIPPINES—Polyvinyl alcohol. Philippine Pharmaceutical Products (manufacturer, retailer), Bulacao, Talisay, Cebu. WTD 7/1/63.

282 Synthetic Materials

GERMANY—Insulating material made of synthetic resins, in bulk. Isochemie GmbH (manufacturer), 6101 Gundershausen bei Darmstadt. WTD 5/14/64.

283 Drugs

MALAYSIA—Vitamin and pharmaceutical preparations. Requests replies, quotations cif Singapore. Prices must be competitive; packing attractive; interested in receiving samples. Direct purchase or agency. Chop Tye Ah, 120 Cross St., Singapore 1. WTD 4/30/64.

287 Agricultural Chemicals

● **BURMA**—Ammonium phosphate (20% N-20% P_2O_5 or 16% N-20% P_2O_5), 5000 m.t. in new jute bags with polyethylene lining for shipment by end of July. Tender No. 39/09/64, bid deadline June 25. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2008).

291 Petroleum Refining

● **MALTA**—Bunker "C" furnace fuel oil, 5 year estimated yearly consumption: 57,000 m.t. first year to 90,000 m.t. the fifth year or a total of 317,000 m.t. Bid deadline 11:00 a.m., July 15. Chairman, Malta Electricity Board, National Road, Blata-l-Bajda.★ (Telephone: 202-WO 7-2355).

● **URUGUAY**—Petroleum products. Bid No. 5341, bid deadline July 2. Administracion Nacional de Combustibles, Alcohol y Portland, Montevideo. Copies of specifications in Spanish available at the Embassy of Uruguay, Commercial and Financial Department, Washington, D.C.

301 Tires, Inner Tubes

● **BURMA**—Tires and tubes, 14,620 each, various sizes and types. Tender No. 40/Vehicle/8/63-64; bid deadline June 19. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

● Inner tubes, 65,000 sizes 28x1½ and 28x 1¾, tender No. 38/Vehicle/8(63-64); bid deadline June 17. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

306 Fabricated Rubber Products

● **IRAQ**—Sponge rubber mattresses, 1,000; sponge rubber pillows, 1,000; various sizes. Tender No. 22/64, bid deadline July 12. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3381).

307 Plastic Products

GERMANY—Panels made of plastics, plastic foil. Direct purchase and agency. Georg Hartmann (manufacturer, importer, exporter, wholesaler), 7501 Berghausen/Baden, Joehlinger Strasse 11. WTD 4/23/62.

SPAIN—Plastic: bottles, jars for cosmetics, tableware, gift articles. Direct purchase and agency. Julián Sesmilo Arias, Piedralaves, Avila. WTD 4/22/64.

310 Leather Products

SWITZERLAND—Leather in chrome splits, all qualities, for manufacturing workgloves. GTZ, G. Thomi-Zurlinden (importer, manufacturer), Handschuhfabrik, Langenthal, Canton Bern.

311 Leather Tanning, Finishing

ENGLAND—Leather, especially peccary, deerskin, for gloves, clothing. S. Metzger & Co. (exporter, wholesaler), Coalbrook Rd., Kemp Town, Brighton 7, Sussex. WTD 5/21/64.

317 Handbags

THAILAND—Handbags, medium, first class, plastic or leather; approx. order $1,000 per shipment. Praditsmai (importer, wholesaler, retailer), 47-49 Burapha Rd., P.O. Box 1996, Bangkok.

324 Cement, Hydraulic

● **BURMA**—Colored Portland cement; total of 1,114 hundred lb. bags, includes quantities from 30 to 372 bags; colors include blue, yellow, pink, orange, cream K, terracotta, green B and snow concrete white; 44 bags white cement; 3,600 lb. color for cement and terrazo; 4 doz. right angle stones, 150 doz. splashing block. Tender No. 17/P-16/64 (Terrazo), bid deadline June 30. People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon, Burma.★ (Telephone: 202-WO 7-3601).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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329 Abrasive, Asbestos, Nonmetallic Mineral Products

FRANCE—Vinyl asbestos floor coverings, all kinds. Ets. Marcel Miguet (importer, dealer, manufacturer), 29/31 Rue Titon, Paris 11e. WTD 2/18/63.

331 Steel Mill Products

● **BURMA**—Hot dipped tin plate, 1,077 tons; electrolytic tin plate, 1,944 tons. Tender 21/P-16/64, bid deadline June 30. The Secretary, People's Stores Corp., c/o Foreign Office. Prome Rd., Rangoon.★ (Telephone. 202-WO 7-2613).

● Mild steel plates and sheets, estimated value K99700. Tender 16/P—16/64 (general engineering), bid deadline June 30. The Secretary, People's Stores, Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2613).

● Mild steel bright hoops, estimated value K146100. Tender 15/P—16/64 (tower bolts), bid deadline June 30. The Secretary, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2613).

● Mild steel cold rolled sheets, 1600 tons. Tender 13/P—16/64 (enamelware), bid deadline June 30. The Secretary, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2613).

● **INDIA**—Corrugated galvanized steel sheets, 230 tons; plain galv. steel sheets, 40 tons, tender No. HCP/SVHEP/65/May 1964, bid deadline July 1. The Chief Engineer. Hydro-Electric Construction Projects, Post Bag No. 60, Bangalore-9, South India. Tender documents available from India Supply Mission (Ref. D/ENQ/1056), Washington, D.C., 20008. Tender fee $2.10 each.

MALAYSIA—Secondary tinplate. Requests quotations cif Singapore. Prices must be competitive. Direct purchase or agency. Everfair Agency (importer. indent agent), 16 Boat Quay, 2nd Floor, Singapore 1.

333 Primary Smelting, Refining of Nonferrous Metals

● **IRAN**—Tin, 600 kilograms, Sn. 99.9%, bid deadline July 11. Edarehe Taslihate Artesh, Datrehe Kontrole Tolid va Tadarokat, Jaleh Ave., Tehran.★ (Telephone: 202-WO 7-2692).

● **TURKEY**—Zinc ingots, 400 m.t., electrolitic 98.5% pure. Etibank U. Mudurlugu, Sihhiye, Ankara.

334 Secondary Smelting, Refining of Nonferrous Metals

FRANCE—Lead, in ingots. Léon Mager (manufacturer), 52-54 Rue de la Roquette, Paris 11e. WTD 5/20/63.

342 Cutlery, Hand Tools, General Hardware

BAHRAIN—General hardware, building hardwares, padlocks, door locks, hinges. Hashimi Engineering Works (importer, retailer, wholesaler), P.O. Box 110, Bahrain, Arabian Gulf. WTD 5/11/64.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Gas fired domestic heating equipment, including wall stoves, central heating boilers. Hermes Landbouwmachinefabriek S. de Vries N.V. (manufacturer, exporter), Zuidergrachtswal 5, Leeuwarden. WTD 5/1/64.

Gas fired domestic heating equipment, including wall stoves, central heating boilers. Otto Simon Carves N.V. (importer, exporter, manufacturer), Cremerweg 148, POB 10, The Hague. WTD 5/1/64.

344 Fabricated Structural Metal Products

● **IRAQ**—Double brackets (1,000) of channel iron 4″ x 2″ x ¼″ including nuts and bolts; 200 single brackets suitable for lattice poles. Tender No. 20, bid deadline June 30, 1964. Directorate General of Municipalities, Ministry of Municipal & Rural Affairs, Baghdad. Specifications, conditions, drawings available for review only in Building Materials & Construction Industries Division, BDSA-306, Department of Commerce, Rm. 4012, Washington, D.C., 20230. (Telephone: 202-WO 7-3601).

● Channel iron brackets suitable for I-Beams 7″ x 4″ includes 2,000 single brackets, 4″ x 2″ x ¼″, complete with U-bolts, nuts, 200 double, 200 single brackets. Tender No. 19 bid deadline June 30, 1964. Directorate General of Municipalities, Ministry of Municipal & Rural Affairs, Baghdad. Specifications, conditions, drawings are available for review only in Building Materials & Construction Industries Division, BDSA-306, Department of Commerce, Room 4012, Washington, D.C., 20230. (Telephone: 202-WO 7-3601).

349 Fabricated Metal Products

GERMANY—Backed aluminum foil. Requests quotations fob Hamburg or Bremen. Direct purchase and agency. Metallpapierfabrik H. Benkert GmbH (manufacturer), 12 Industriestrasse 469 Herne. WTD 5/13/64.

● **IRAQ**—2200 meters of 24″ cast iron pipe, with varying quantities of fittings and valves. Tender No. 61/64, bid deadline July 2. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5589).

351 Engines, Turbines

● **NEW ZEALAND**—4 vertical shaft Francis reaction type water turbines, each of 77,000 B.H.P., suitable for direct coupling to 4 generators, vertical shaft type, 61,111 KVA, 55,000 KW, 3 phase, 50 cycle, for Aviemore Power Station. Contracts Nos. 438 and 439, bid deadline September 27. Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Welling, New Zealand.★ (Telephone: 202-WO 7-4242).

353 Construction Machinery

FRANCE—Trucks, trailers used in forest exploitation. Direct purchase and agency. Imex Auto s.a. (importer, dealer), 86 Rue du President Wilson, Levallois-Perret (Seine). WTD 1/29/64.

● **UAR**—Mining equipment including pneumatic tools, compressors, pumps, pipes, pipe fittings; safety equipment including 390 miner's electric cap lamps, pit props, telephone apparatus, steel hopper wagons. Bid deadline June 30. Safaga Phosphate Co., S.A.A., 1, 26th July St., Cairo.★ (Telephone: 202-WO 7-5566).

354 Metalworking Machinery

BAHRAIN—Tools, metalworking machinery, welding equipment, supplies. Hashimi Engineering Works (importer, retailer, wholesaler), P.O. Box 110, Bahrain, Arabian Gulf. WTD 5/11/64.

INDIA—One complete plant of 1,000 ton pressure capacity with 1150 x 800 mm pressure surface. Suitable for timber modernizing, rationalizing, balancing, thickness reduction, for treatment of aluminum sheet with wood. Hindusthan Bobbin Industries (manufacturer), 15 Canal East Rd., Post Box No. 11426, Calcutta 4. WTD 4/2/64.

JAPAN—Automatic hot forging machinery with following specifications: Forging of cylindrical and tapered shaft, accuracy plus/minus 0.3 m/m, forging time 1-3 minutes in 17 steps, dia. of blank 20-80 m/m, max. length of forging 800 m/m, max. power of each hammer 40 Mp, number of forging steps 17, dia. to be forged in one step 32 m/m, heating equipment required. Direct purchase and agency. Y. Kawashima, Tokyo Boeki Ltd. (importer, wholesaler), Annex, 1, 2-chome, Nishihatchobori, Chuo-ku, Tokyo. WTD 6/27/63.

NETHERLANDS—High quality HSS circular saws for metallurgical industry, suitable for assembling in own sawing machines. Nemah Handelsvennootschap (import, export), Stationstraat 23, Tilburg.

355 Special Industry Machinery

AUSTRALIA—Baseball core-winding machine. P. Wigens, Stokes McGown Pty. Ltd. (manufacturer), 22 Nelson St., Sans Souci, N.S.W.

FRANCE—Wood cutting machines, sawing machines, other lumbering equipment. Direct purchase and agency. Imex Auto s.a. (importer, dealer), 86 Rue du President Wilson, Levallois-Perret (Seine). WTD 1/29/64.

● **INDIA**—Oxygen producing plant to produce 1000 cu. ft. per hour for welding. Bid specifications are for the complete design and manufacture. Tender No. 591 Beas/PR/51231/P-55, bid deadline July 22. Sh. T. K. Kalia, Superintending Engineer, P.O. Talwara T/ship. Distt. Hoshiarpur.★ (Telephone: 202-WO 7-5589).

IRAQ—Desires to set up fish cannery having canning capacity of 10 million fish a year. Requires machinery for such plant. Yahya al-Khateeb; 44/25 al-Dhubbat St., A'adhamiya, Baghdad. WTD 5/16/64.

MALAYSIA—Automatic exercise-book making machinery. Requests replies from manufacturers, quotations cif Singapore. Prices must be competitive. Shing Hwa stationery Co. (importer, wholesaler, retailer, manufacturer), 385 North Bridge Rd., Singapore 7.

PHILIPPINES—Machinery to manufacture plastics. Philippine Pharmaceutical Products (manufacturer, retailer), Bulacao, Talisay, Cebu. WTD 7/1/63.

356 General Industrial Machinery

● **BURMA**—300 centrifugal water pumps 70 gallons per minute, 200 gallons per minute and 300 gallons per minute. Tender No. 200/55/MACH: 1/(64), bid deadline June 30. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Mechanical spare parts for transportation vehicles, public works, marine, especially ball bearings. Comptoir de Spécialités Mécaniques (importer, dealer), 39 Ave General Leclerc, La Garenne (Seine). WTD 9/7/62.

● **INDIA**—18 centrifugal type blowers 12000-15000 cu. ft. per minute. Tender No. 612 Beas/PR/51232/P-58, bid deadline July 17. Superintending Engineer, Procurement Circle, Talwara T/ship, District Hoshiarpur.★ (Telephone: 202-WO 7-5589).

ITALY—Rear view mirror (crystal only) making machinery. Direct purchase and agency. Lino Baldini (distributor), Via L. Ghiglini 5/23, Genova-Quinto.

NETHERLANDS—Tape-dispensers, labeling machines, label glueing machines, dispensers for self-adhesive labels, vacuum packing machines. N.V. Industriele Fabrikage en Handelsmaatschappij Essor (importer, wholesaler, manufacturer), Graafstroomstraat 85, POB 6092, Rotterdam. WTD 10/3/63.

358 Service Industry Machines

FRANCE—Air conditioners, to be sold by furniture dealers. Direct purchase and agency. Agent requests replies in French. Emile Debavelaere, 10 Rue Aupick, Gravelines (Nord).

ITALY—Air conditioning units with centralized and semi-centralized control systems by room and groups of rooms; high return quality. Direct purchase and agency. Luis A. Trucco (importer, agent), Via Boccadasse 16/12, Genoa.

● **PAKISTAN**—The Pakistan Telegraph & Telephone Dept. has issued tender Nos. Pur. 23-16/64/557 Pur. 23-14/64/556 for air conditioning units for buildings in Kharian, Nawabshah and Rahimyar Khan. Two units of 62,500 BTU's per hour each are required for the Kharian building; 2 units of 98,000 BTU's per hour are required for the Nawabshah building; 2 units of 90,000 BTU's per hour for the Rahimyar Khan building. Bid deadline June 22, Purchase Coordinating Officer, T & T. Dte. General, Block No. 48-A, Government Offices, Shahrah Iraq, Karachi.★ (Telephone: 202-WO 7-5589).

SOUTH AFRICA—Commercial refrigeration equipment including condensing units, display cabinets, deep freeze displays, ice cream cabinets; packaged room air conditioners. Equipment must be suitable for ambient air temperatures of 100° F., preferably for 220/230 v. 50 cycle current; best quality desired; requests full details, literature, data, price sheets from manufacturers only. Electrical Industries Ltd. (importing distributor, manufacturer), Marine Drive, Paarden Eiland, Cape Town. WTD 12/23/63.

SPAIN—Heat exchangers, condensers, cool-

ers, air-conditioning, refrigeration equipment for industrial use. Machinery and equipment for manufacturing ice. Requests replies from manufacturers only. Direct purchase and exclusive agency. Vasco Cántabra, S.A. (importer, wholesaler, agent), Bárbara de Braganza 7, Madrid (7). WTD 4/29/63.

361 Electric Transmission, Distribution Equipment

● **BURMA**—Electric test instruments including but not limited to: voltmeters, fluxmeters, ohmmeters, photometers, milliameters, ammeters. The Revolutionary Government of the Union of Burma, Office of the Electrical Inspectorate, Old Secretariat, Rangoon.★ (Telephone: 202-WO 7-2939).

● **GREECE**—17 KV capacitor banks, 3 units 150 KVAR, 3 units 300 KVAR, 4 units 450 KVAR, 2 units 600 KVAR, 4 units automatic voltage control for above capacitor banks, one unit automatic VAR control, 2 sets 22 KV, capacitor banks, 7.5 MVAR; estimated value $50,000. Tender No. DMKD-384/PAP-1605, bid deadline July 10. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

● 14 units on load tap changing gear to be used for existing 22/6.6 KV 6000 KVA "Yorkshire" transformers. Estimated value $110,000. Tender No. PAP/1604, bid deadline July 14. Public Power Corp., Athens-Piraeus Division, Purchasing Dept., 4 Korai St., Athens.★ (Telephone: 202-WO 7-4242).

● 3 regulators, feeder-voltage, 3-phase, 300 KVA rating. Estimated value $40,000. Tender No. DMKD-385, bid deadline July 10. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

● Current transformers, 2 units 250-500/5-5A, 170 KV, 75 VA; twenty units indoor type, 400/5A, 15 KV, 15 VA; 20 units indoor type, 100-200/5A, 15 KV, 15 VA; 30 units indoor type, 50/5A, 15 KV, 15 VA; 6 indoor type, 600/5A, 15 KV, 15 VA; 90 multiratio outdoor type, 22 KV; 60 voltage transformers, single phase, outdoor type. 22000/110 V. Bid No. DEPM-2771/DED-756/758/759/760/PAP-1575/1576, bid deadline July 14. Estimated value $56,500. Public Power Corp., Purchasing Dept., 30 Chalkokondyli St., Athens 102, Greece.★ (Telephone: 202-WO 7-4242).

● **NIGERIA**—1450 three-phase meters to be delivered in 3 months; 10,000 single-phase house service pattern meters; to be delivered in 12 batches of 850 per month. Bid deadline July 10. Each tender must be enclosed in sealed envelope marked "Confidential—Tender for Meters." Tender documents are available on payment of $14.70 from either Secretary, Electricity Corp. of Nigeria, Private Mail Bag 2030, Lagos; or London Representative, Electricity Corp. of Nigeria, 5th Floor, York House, Westminster Bridge Rd., London, S.E. 1.

● **PAKISTAN**—Electric measuring instruments: wave analyser, oscilloscopes, A.F. power meters, grid dipmeters, multimeters, portable multi-purpose electronic meters, multi-range valve voltmeters, sweep and pulse generators, spectrum analyzer, radio control terminal. Tender No. Pur. 13-10/63/559, bid deadline June 26. A deposit of Rs. 500 ($105.00) with tender is required, refundable after order is placed. Purchase Coordinating Officer for Director General, Telegraph & Telephone, Block No. 48-A, Pakistan Secretariat, Karachi.★ (Telephone: 202-WO 7-2939).

● Electric measuring instruments: 2 pulse echo fault locators, one diesel engine alternator, one cable pressurization equipment, one buzzer and testing stick for localizing fault on underground cables, 3 electronic fault locators, one universal bridge. Tender No. Pur. 13-5/63/558, bid deadline June 29. A deposit of Rs. 200 ($42.00) with tender is required, refundable after order is placed. Purchase Coordinating Officer for Director General, Pakistan Telegraph & Telephone, Block No. 48-A, Secretariat, Karachi.★ (Telephone: 202-WO 7-2939).

362 Electrical Industrial Apparatus

SOUTH AFRICA—Latching type relay with mechanical reset. Power available to operate latch, 25 milliamperes, 12.5 millivolts. Contact requirements: One normal open contact capable of carrying 300 milli-amperes at 220 volts. Requirements approx. 30,000 relays per annum. As alternative, would appreciate receiving technical details on any similar type relay. Standard Telephones & Cables (S.A.) Pty) Ltd. (manufacturer), P.O. Box 286, Boksburg, Transvaal. WTD 3/5/63.

● **VIETNAM**—Welding rods, soldering materials. Tender No. 1260-12054, bid deadline June 24. Central Purchasing Authority, 140 Hong Thap Tu, Saigon, Viet-Nam.★ (Telephone: 202-WO 7-5652).

363 Household Appliances

FRANCE—Vacuum cleaners, toasters, roasters, electric irons, razors, fruit-squeezers. Direct purchase and agency. Young Electronic (importer, dealer), 11 Rue Roquépine, Paris 8e. WTD 5/8/64.

SPAIN—Electric refrigerators for domestic use. Requests replies from manufacturers only. Direct purchase and exclusive agency. Vasco Cántabra S.A. (importer, wholesaler, agent), Bárbara de Braganza 7, Madrid (4). WTD 4/29/63.

364 Electric Lighting, Wiring Equipment

FRANCE—Lighting fixtures for home, other decoration, artistic articles, any qualities. Arlus (manufacturer, importer, dealer), 17 Rue St-Maur, Paris. WTD 4/7/64.

365 Radio, Television Receiving Sets

FRANCE—Amplifiers including low-frequency type, receivers, tape-recorders, record-players, spare parts. Direct purchase and agency. Young Electronic (importer, dealer), 11 Rue Roquépine, Paris 8e. WTD 5/8/64.

SPAIN—Household radio, television receiving sets, all types; tape recorders. Requests replies from manufacturers only. Direct purchase and exclusive agency. Vasco Cántabra S.A. (importer, wholesaler, agent), Bárbara de Braganza 7, Madrid (4). WTD 4/29/63.

366 Communication Equipment

● **AUSTRALIA**—Design, manufacture, supply, delivery of power line carrier terminals, associated equipment. Tender No. E.523, bid deadline July 15. Comptroller of Stores, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, New South Wales.★ (Telephone: 202-WO 7-4822).

FRANCE—Measuring, control apparatus including potentiometers, gauges. Direct purchase and agency. Young Electronic (importer, dealer), 11 Rue Roquépine, Paris 8e. WTD 5/8/64.

● **IRELAND**—Supply and installation of trunk and local type underground telephone cables. Tender No. c/34, bid deadline June 23. Engineer-in-Chief, Dept. of Posts & Telegraphs, Leitrim House, Dublin Castle, Dublin.★ (Telephone: 202-WO 7-4822).

● **KOREA**—83 splicing sleeves, 21 handsets for line testing, 206 torches suitable for splicing leadcovered telephone cables, 9 loading coils, 41 insulation testers, 5 fault locators, cable pressurization devices. Tender No. KFX-4026-S, bid deadline June 25. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4823).

MEXICO—Radio communication equipment, AM and/or FM, 132-144 Mc. Industrial television equipment. Direct purchase and agency. Telecomunicaciones y Equipos, S.A. (wholesaler, retailer), Apartado Postal 8100, Baja California No. 61-A, Mexico, D. F. WTD 3/3/64.

367 Electronic Components, Accessories

FRANCE—Electron tubes, semi-conductors, transistors, resistances, condensers, potentiometers, loud-speakers. Direct purchase and agency. Young Electronic (importer, dealer), 11 Rue Roquépine, Paris 8e. WTD 5/8/64.

374 Railroad Equipment

● **UAR**—10,000 shackle couplings, complete with links pin and cotter, for Egyptian Railways, deadline June 29. Egyptian Railways, The Mechanical & Electrical Engineering Dept. (Purchases & Stores), Railways Bldg.-Fifth Floor, Over Shubra Subway, Shubra, Cairo. Copy of documents, including drawings, available for review only in Transportation Equipment Division, BDSA-321, Room 4314, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3296).

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Laboratory scientific instruments, apparatus for glass industry. Direct purchase and agency. S.A. Foray-Meschenmoser & Verrerie de St-Fons (manufacturer), 14/20 Rue Anatole France, Lyon-St-Fons (Rhône).

Any kind of laboratory and scientific apparatus. Automatic temperature controls for use in laboratories. Direct purchase and agency. Alba (manufacturer, agent), 7 Rue du Bois, Asnieres (Seine).

● **KOREA**—Laboratory equipment including but not limited to: bubble viscometers, spectorphometers, magnetic mercury cathode apparatus, colorimeters, electro-analysis apparatus, volt-ohm-milliameters. Tender No. KFX-4028-S, bid deadline July 7. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

● **CHILE**—1,650 water meters, various dimensions. Tender No. 87, bid deadline June 28. Terms and specifications in Spanish. Correspondence preferred in Spanish. Bidders must be legally represented in Chile. Direccion de Obras Sanitarias, Departamento Relacionador,

Seccion Materiales y Adquisiciones, Calle Morande 71, 4th floor, Santiago de Chile.★ (Telephone: 202-WO 7-2939).

384 Surgical, Medical, Dental Equipment

FRANCE—Surgical equipment including respirators, reanimation, oxygenotherapy devices. Direct purchase and agency. L.S.A. Lejeune Seitz & Ameline (importer, dealer), 35 Rue de Clichy, Paris 9e. WTD 2/19/63.

GERMANY—Hypodermic syringes, plastic, disposable, sterile; clinical thermometers, Celsius, centigrade scale; urgently required; requests samples by air mail. Direct purchase and agency. Albert Staiger (sales agent, importer), Stuttgart-Sillenbuch, Kirchheimerstrasse 18.

MEXICO—Medical, surgical equipment, supplies, instruments. Direct purchase and agency. Proveedor Universal, S.A. (importer, retailer, wholesaler), Av. Morelos No. 21, Mexico, D. F. WTD 4/6/64.

386 Photographic Equipment

● **CEYLON**—X-ray film, photographic chemicals. Bid deadline 10:00 am, August 18. The chairman, Tender Board, The Ministry of Health & Housing, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-2778).

● **FRANCE**—All kinds of toys such as stuffed animals, mechanical, plastic, rubber. Direct purchase and agency. Societe Française de Fabrication & de Distribution—SOFRAN (importer, wholesaler, agent), 12 Rue Patou, Le Perreux (Seine).

IRAQ—Equipment for fishing industry; all kinds, especially nets and leaders. Yahya al-Khateeb, 44/25 al-Dhubbat St., A'adhamiya, Baghdad. WTD 5/16/64.

MEXICO—Trampolines. Pabol de Mexico (importer, retailer, wholesaler), Ejercito Nacional No. 1067, Mexico 10, D. F. WTD 4/27/64.

396 Costume Jewelry, Novelties, Buttons, Notions

FRANCE—Golden metal fancy jewelry (necklaces, bracelets, earrings) with cut imitation stones. Direct purchase and agency. Max Cohen (importer, dealer), 44 Ave. Charles Floquet, Paris 7e. WTD 4/17/64.

Ornaments for women's dresses including plumes and artificial flowers. Direct purchase and agency. G. Lerevenu (manufacturer), 19 Rue des Quinconces, Rosny-sous-Bois (Seine). WTD 1/18/63.

NETHERLANDS—Imitation jewelry, glass-plastic-wooden beads, fashion and showcase haberdashery. Handelsvennootschap V.J.F. Glaser (importer, wholesaler), 136 Brouwersgracht, POB 998, Amsterdam. WTD 4/1/64.

399 Manufacturing Industries

FRANCE—Brushes, other toilet articles, except perfumes, cosmetics. Direct purchase and agency. G. Lerevenu (manufacturer), 19 Rue des Quinconces, Rosny-sous-Bois (Seine). WTD 1/18/63.

Rubberized floor coverings (excluding tile), all kinds. Hard surface, printed base, sheet or rug floor coverings, all kinds. Ets. Marcel Miguet (importer, dealer, manufacturer), 29/31 Rue Titon, Paris 11e. WTD 2/18/63.

SPAIN—Smokers' luxury accessories, supplies such as pipe tobacco pouches, pipe cases, pipe stands, lighters of all kinds. Sophisticated gift articles for men and women; interested in modern items, latest styles. Requests replies from manufacturers only. Direct purchase and exclusive agency. Vasco Cántabra, S.A. (importer, wholesaler, agent), Bárbara de Braganza 7, Madrid (4).

Gift articles for men, principally smokers' supplies; novelty items for women. Direct purchase and agency. Estrella de la India (J.A. Mahtani) (wholesaler, retailer, agent), Albareda 32, Puerto de la Luz, Las Palmas de Gran Canaria, Canary Islands. WTD 4/22/64.

509 Wholesalers

FRANCE—Waste paper. Direct purchase and agency. Societe Nouvelle des Ets. Soulier (importer, dealer), 30, 32, 34 Rue Proudhon, La Plaine-Saint-Denis (Seine). WTD 2/5/64.

Bid deadline extended

Yacimientos Petroliferos Fiscales (Argentina State Oilfields) has extended the bid deadline for the modernization of the La Plata Refinery from February 18 to August 12. (INTERNATIONAL COMMERCE, November 18, 1963, p. 37.)

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BELGIUM—Norbert Joris, Managing Director, ETAP, s.a., 28 Braziliestraat, Antwerp, interested in: studying newest techniques applied in **lighting fixture** (fluorescent tubes) **manufacturing;** organizational techniques now applied in **electric motor servicing** (rewinding and repairing) enterprises. Here for 3-4 weeks. c/o Belgian Consulate General, Commercial Section, 50 Rockefeller Plaza, New York, N.Y. Itinerary: New York; Boston; Philadelphia; Providence, R.I.; Cleveland.

Albert Osterrieth, Managing Director, S. A. Soredeco, 4 Karel Oomsstraat, Antwerp, interested in obtaining representation or importing directly **man-made fibers, pharmaceutical chemicals** and **raw materials, packaging** and **container equipment.** Here to June 25. c/o Puritan Sportswear Co., 350 Fifth Ave., New York, N.Y., Attn: Miss C. Moren, Export Division. Itinerary: New York, Boston.

ENGLAND—E. ten Kate, Managing Director/Owner, Industrial Machine & Equipment Co. (Brimpex) Ltd., Yorktown Industrial Estate, Camberley, Surrey, interested in negotiating **marketing and/or manufacturing under license arrangements** for **"Brimpex" mechanical handling equipment** and reciprocal business. June 20 via New York to July 15. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Washington.

R. E. Spate, Director, Rex Campbell & Co. Ltd., 7 Idol Lane, Eastcheap, London, E.C.3., interested in seeking new agency or licensing arrangements with U.S. firms for **paints, plastics, cosmetics** and **pharmaceuticals.** June 22 via New York for 6 days. c/o Columbia University, New York, N.Y. Itinerary: New York.

FRANCE—Daniel Bauduin, representing Biscuits Parein-France, S.A., 1 Rue Baudin, Bondy (Seine), interested in **confectionery.** June 19 via New York for one month. c/o Department of Commerce Field Offices in itinerary. Itinerary: Miami (approx. July 2), New York, Washington.

Aram Sarkissian, General Manager, Anciens Etablissements Alexandre, 10 Rue du Chateau d'Eau, Paris 10e, interested in importing **leather;** contacting leather manufacturers and exporters. Also will participate in Tanners' Council Show, The Waldorf-Astoria, New York, 6/22-24. June 19 via New York for 20 days. c/o Commodore Hotel, 42nd St. & Lexington Ave., New York, N.Y. Itinerary: Boston, Detroit, Chicago, San Francisco, Los Angeles, Fort Worth, Washington.

GREECE—Michael Kambelis, Secretary General, Chamber of Commerce & Industry, Trikkala, Thessaly, interested in discussing with interested U.S. businessmen **investment** in the western Thessaly area of Greece, specifically with respect to **livestock, processing of dairy products, meat, hides, blood and bones,** and **lumbering.** June 15-30 via New York for 20 days. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

IRAN—Ebrahim Rad, representing Iran Carton Inc., P.O. Box 2855, Tehran, interested in contacting manufacturers of **kraft paper** and **corrugating medium.** June 18 via New York for 3 months. c/o St. Regis Hotel, Fifth Ave. & 55th St., New York, N.Y. Itinerary: New York, Chicago.

IRELAND—J. L. Martin, H. O'Neill and P. J. O'Doherty, representing Irish Agricultural Wholesale Society Ltd., 151-156 Thomas St., Dublin 8, interested in **agricultural chemicals, grass seeds, feeding stuffs, milling equipment** and **fertilizers** and requesting technical information on above. June 20-27 via New York to July 1-10. c/o: New Weston Hotel, Madison Ave. & 50th St., New York, N.Y.; Irish Consulate, 33 E. 50th St., New York, N.Y.; Fairmont Hotel, California & Mason St., San Francisco, Calif. Itinerary: New York, San Francisco.

ITALY—Bruno R. Mele, representing Iso, S.p.A., Autoveicoli, Via Vittorio Veneto 66, Bresso, (Milano), interested in finding **distributors for** his **sports car.** Here for one week. c/o Iso Car Corp., 120 Wall St., New York, N.Y. Itinerary: New York, Boston, Miami, Houston, Dallas, Los Angeles, San Antonio, San Francisco, Chicago.

JAPAN—Kennosuke Ihara, President, Shinjudo, K.K., Tekko Bldg., Marunouchi 1-chome, Chiyoda-ku, Tokyo, interested in purchasing modern **bookbinding equipment** for making diaries and requesting technical information on advanced bookbinding operations for diaries, others. Here for 2 weeks. c/o Japanese Consulate-General, 235 E. 42nd St., New York, N.Y. Itinerary: Los Angeles, San Francisco, Chicago, New York.

Susumu Tanahashi, representing Okashizu-Gumi Construction Co., Ltd., 416, Naka 3-chome, Higashi-ozone-cho, Higashi-ku, Nagoya, interested in **construction and road cleaning machinery** and requesting technical information regarding latest construction techniques in U.S. June 22 via New York for 15 days. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Washington, Buffalo, Chicago, Los Angeles, San Francisco, Honolulu.

JORDAN—Husni S. Kurdi, representing Holy Land Jordanian Inc., P.O. Box 1806, Amman, dealing with import, export of sundry goods and now preparing to establish branches for **tourism** and **travel insurance,** contracting for **public service** in Jordan's principal towns, interested in **obtaining agencies** and **other representations.** Here to June 25. c/o Mr. Marion J. Stooker, 807 W. 48th St., Kansas City, Missouri. Itinerary: New York, Washington, Kansas City.

SOUTH AFRICA—P. F. Norton, Director, Jannor (Pty.) Ltd., Glossderry Rd., Claremont, C.P. or P.O. Box 3578, Cape Town, interested in: **visiting plants of pressure and match die molders** (not using expensive presses, but making simple arrangements for very light loads); **automotive industry molders; centrifugal pipe spinners; manufacturers** of **pressure tanks** for **food and liquor industry,** particularly wines and beers; profile with continuous roving drawers; **boat builders** of fast outboard runabouts and daily sailers and cruising sailboats; **establishing exclusive agencies** for S. Africa for U.S. manufacturers of: **woven rovings** and **cloths; printed fiberglass** or **acrylic material** for incorporating in fiberglass laminates such as wood veneered designs and similar; printed curtaining and similar fiberglass fabrics; **chemical method of dehusking and cleansing rice** with idea of using process under license in S. Africa. Here to June 24. c/o South African Consulate General, 655 Madison Ave., New York, N.Y. Itinerary: Detroit, Chicago, New York.

SWITZERLAND—A. A. Delessert, President, Interfico S.A., Rue de Rive 8, Geneva, interested in: exclusive sales representation in Switzerland and other W. European countries for **U.S. manufactured novelties** with mass appeal in the consumer goods field; wishes to visit manufacturers, exporters, and department stores selling such products. June 15 via New York for 20 days. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Avenue, New York, N.Y. 10001. Itinerary: New York.

VENEZUELA—Heinz W. Matheus, representing Gunther Matheus & Co., Aptdo. 224, Maracaibo, interested in becoming agent for various lines: **children's toys, strollers, tricycles, walkers;** also **household glassware, industrial machinery.** Here to July 1. c/o Department of Commerce Field Offices in itinerary. Itinerary: Miami, New York.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

FRANCE—Fresh fruits. A. A. Naccache (importer, agent), 53 Bld. Haussmann, Paris 9e.

201 Meat Products

GREECE—Frozen poultry, parts; frozen meat; sales agent requests replies from packers or exporters. Dimitrios Jos. Fourountzopoulos, 13 Menandrou St., P.O. Box 684, Athens. WTD 5/8/64.

JORDAN—Luncheon meat; corn beef. Amin Kawar & Sons (importer, wholesaler, retailer, manufacturer), P.O. Box 222, Amman. WTD 11/16/63.

202 Dairy Products

JORDAN—Pure butter, in packets, tins; milk powder; evaporated, unsweetened milk. Amin Kawar & Sons (importer, wholesaler, retailer, manufacturer), P.O. Box 222, Amman. WTD 11/16/63.

203 Canning, Preserving Food

FRANCE—Pulses, all kinds. A. A. Naccache (importer, agent), 53 Bld. Haussmann, Paris 9e.

Canned fruits. Requests replies in French. L. Masse (importer, dealer, agent), 7 Bis Rue Jean François Revollier, Saint-Etienne (Loire).

GREECE—Canned meat, fish; dried beans, lentils; sales agent requests replies directly from manufacturers. Dimitrios Jos. Fourountzopoulos, 13 Menandrou St., P.O. Box 684, Athens. WTD 5/8/64.

JORDAN—Canned fish with tomato sauce (herring); canned fish with soya oil (sardines); green peas, beans, carrots, pickles in jars, tins; canned sausages; Viennese cocktail frankfurters. Amin Kawar & Sons (importer, wholesaler, retailer, manufacturer), P.O. Box 222, Amman. WTD 11/16/62.

204 Grain Mill Products

FRANCE—Cattle feed (oil cakes). L. Masse (importer, dealer, agent), 7 Bis Rue Jean-François Revollier, Saint-Etienne (Loire).

GREECE—Poultry feed (soyameal, meatmeal, fishmeal), concentrated animal, poultry feed; sales agent requests replies from manufacturers. Dimitrios Jos. Fourountzopoulos, 13 Menandrou St., P.O. Box 684, Athens. WTD 5/8/64.

208 Beverage Industries

FRANCE—All kinds of bourbon whiskies; scotch (especially Johnny Walker); requests replies in French. L. Masse (importer, dealer, agent), 7 Bis Rue Jean-François Revollier, Saint-Etienne (Loire).

221 Broad Woven Fabric Mills, Cotton

JORDAN—Cotton fabrics, broad woven. Adel Jirdaneh (commission agent), P.O. Box 758, Amman.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

GERMANY—Nylon, nylon blendings for manufacturers of clothing and under garments; requests replies from manufacturers only. Heinz Weber (manufacturer's agent), 28 Klinkestrasse, 43 Essen/Ruhr. WTD 5/12/64.

JORDAN—Silk fabrics; taffetas. Rayon and related broad woven fabrics. Adel Jirdaneh (commission agent), P.O. Box 758, Amman.

223 Broad Woven Fabrics, Wool

JORDAN—Woolen apparel fabrics, woven. Adel Jirdaneh (commission agent), P.O. Box 758, Amman.

225 Knitting Mills, Products

FRANCE—Knitted sport shirts for men, women; sweat shirts for men, boys; to be sold in shirt-shops, department stores. Exclusive agency. A. Rieutort (manufacturer), 108 Rue Réaumur, Paris 2e.

SOUTH AFRICA—Knit fabrics, all kinds; competitive prices. Desires exclusive agency. Mendelson & Frost (Pty) Ltd. (distributor), 10 Todd St., P.O. Box 266, Port Elizabeth. WTD 4/30/64.

227 Floor Covering Mills

SOUTH AFRICA—Carpets, rugs, wool-cotton-synthetic blends, modern designs; requests replies from manufacturers only. Julius Friedland (manufacturers' agent), P.O. Box 4443, Cape Town.

229 Textile Goods

FRANCE—Cotton cloth, non-woven. Societe Nouvelle des Ets. Soulier (importer, dealer), 30/32, 34 Rue Proudhon, La Plaine-st-Denis (Seine). WTD 2/5/64.

232 Men's, Youth's, Boy's Furnishings

FRANCE—Shirts, men's underwear, to be sold in department stores, shirt-shops. Exclusive agency. A. Rieutort (manufacturer, importer, dealer), 108 Rue Réaumur, Paris 2e.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Women's blouses, women's bathing suits, to be sold in shirt-shops, department stores. Exclusive agency. A. Rieutort (manufacturer, importer, dealer), 108 Rue Réaumur, Paris 2e.

234 Women's, Misses', Children's Under Garments

FRANCE—Women's knitted underwear to be sold in shirt-shops, department stores. Exclusive agency. A. Rieutort (manufacturer, importer, dealer), 108 Rue Réaumur, Paris 2e.

NORWAY—Infants' underwear, nightwear; women's, misses' underwear. Gisholt & Co. A/S (manufacturers' agent), 30B Raadhusgaten, Oslo.

238 Apparel, Accessories

FRANCE—Men's, women's bathrobes to be sold in shirt-shops, department stores. A. Rieutort (manufacturer, importer, dealer), 108 Rue Réaumur, Paris 2e.

239 Fabricated Textile Products

SOUTH AFRICA—Curtaining materials; requests replies from manufacturers only. Julius Friedland (manufacturers' agent), P.O. Box 4443, Cape Town.

249 Wood Products

SOUTH AFRICA—Mirror, picture frames; novelty, fancy designs; requests replies from manufacturers only. Julius Friedland (manufacturers' agent), P.O. Box 4443, Cape Town.

264 Converted Paper, Paperboard Products

SOUTH AFRICA—Wallpaper, plastic-coated,

excluding vinyls; from manufacturers only on franchise basis. Decor Wallpaper Co. (Pty) Ltd. (importer, wholesaler), P.O. Box 10140, Johannesburg. WTD 2/17/64.

282 Synthetic Materials

FRANCE—Artificial foamback fabrics. Jules Tasman (agent), 70 Ave. de la République, Paris 11e.

283 Drugs

GREECE—Veterinary products including vitamine premixes for poultry; sales agent requests replies directly from manufacturers. Dimitrios Jos. Fourountzopoulos, 13 Menandrou St., P.O. Box 684, Athens. WTD 5/8/64.

285 Paints, Varnishes, Lacquers, Enamels

ARGENTINA—Fluorescent, reflective, phosphorescent paints. Imex S.R.L. (importer, sales agent), Sarmiento 1371, Buenos Aires. WTD 1/13/63.

THAILAND—Paints, all kinds. Wants to communicate with manufacturers directly. Illustrated booklets, price lists requested. Tang Seng Co., Ltd. (importer, wholesaler, retailer), 236-240 Lan Luang Rd., Bangkok.

287 Agricultural Chemicals

FRANCE—Fertilizers; requests replies in French. L. Masse (importer, dealer, agent), 7 Bis Rue Jean François Revollier, Saint-Etienne (Loire).

289 Chemical Products

MEXICO—Chemicals for use in water treatment. Filtros y Tratamientos de Agua, S.A. (importer, wholesaler, retailer, exporter, manufacturer), Av. Chapultepec No. 153-104, Mexico 6, D.F. WTD 4/6/64.

307 Plastics Products

ARGENTINA—Acrylic plastic sheets. Imex S.R.L. (importer, sales agent), Sarmiento 1371, Buenos Aires. WTD 1/13/63.

311 Leather Tanning, Finishing

SOUTH AFRICA—Pigskin leather, suede, wolverine tannery variety, for footwear industry. Exclusive agency. Mendelson & Frost (Pty) Ltd. (distributor), 10 Todd St., P.O. Box 266, Port Elizabeth. WTD 4/30/64.

313 Boots, Shoe Cut Stock, Findings

SOUTH AFRICA—Insoling for footwear industry; must be made from wood pulp, of Texon type. Exclusive agency. Mendelson & Frost (Pty) Ltd. (distributor), 10 Todd St., P.O. Box 266, Port Elizabeth. WTD 4/30/64.

315 Leather Gloves

AUSTRALIA—Quality leather gloves. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' agent, importer, exporter), Box 5055, G.P.O., Sydney. WTD 7/25/63.

316 Luggage

AUSTRALIA—Quality leather luggage. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' agent, importer, exporter), Box 5055, P.O., Sydney. WTD 7/25/63.

317 Handbags, Personal Leather Goods

AUSTRALIA—Leather watchbands, compacts, cigarette cases, handbags, purses. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' agent, importer, exporter), Box 5055, G.P.O., Sydney. WTD 7/25/63.

322 Glass, Glassware

AUSTRALIA—Domestic decorated glassware table, kitchen articles, vases, ornamental glass, suitable for sale in department, chain stores. J. F. Chapman, Director, Union Textiles Pty. Ltd. (importer, distributor), 275 Clarence St., Sydney.

Quality domestic glassware, vases, ornaments. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' agent, importer, exporter), Box 5055, G.P.O., Sydney. WTD 7/25/63.

FRANCE—Glass fiber insulators. S. A. Lucien Ferraz & Co. (manufacturer), 28-32 Rue Saint-Philippe, Lyon (Rhône).

SOUTH AFRICA—Furniture accessories such as glass figurines, ornaments, ashtrays, gadgets of novelty character in attractive designs, colors; requests replies from manufacturers only. Julius Friedland (manufacturers' agent), P.O. Box 4443, Cape Town.

326 Pottery

AUSTRALIA—Domestic decorated ovenware; chinaware; table, kitchen articles used for preparing, serving foods; suitable for sale in department, chain stores. J. F. Chapman, Director, Union Textiles Pty. Ltd. (importer, distributor), 275 Clarence St., Sydney.

Quality domestic earthenware, porcelain products. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' agent, importer, exporter), Box 5055, G.P.O., Sydney. WTD 7/25/63.

SOUTH AFRICA—Furniture accessories such as figurines, ornaments, ashtrays, wall plaques, of novel and attractive character; requests replies from manufacturers only. Julius Friedland (manufacturers' agent), P.O. Box 4443, Cape Town.

342 Cutlery, Hand Tools, General Hardware

SOUTH AFRICA—Furniture hardware; requests replies from manufacturers only. Julius Friedland (manufacturers' agent), P.O. Box 4443, Cape Town.

343 Heating Apparatus, Plumbing Fixtures

MEXICO—Filters, water faucet. Filtros y Tratamientos de Agua, S.A. (importer, wholesaler, retailer, exporter, manufacturer), Av. Chapultepec No. 153-104, Mexico 6, D.F. WTD 4/6/64.

344 Fabricated Structural Metal Products

BELGIUM—Metal window, door frames; overhead doors; door operators; rubber doors, air doors, soundproofing doors, fireproof doors; automatic closing doors, cold storage room doors. Metalunion, 123 Fred Burvenichstraat, Gentbrugge, Gent. WTD 5/20/64.

346 Metal Stampings

SOUTH AFRICA—Mirror, picture frames in attractive, novel, fancy designs; requests replies from manufacturers only. Julius Friedland (manufacturers' agent), P.O. Box 4443, Cape Town.

351 Engines, Turbines

ARGENTINA—Stationary industrial diesel, gas, gasoline engines; marine engines. Requests replies in Spanish. Reinco Comercial e Industrial (importer, retailer), Santiago del Estero 286, Buenos Aires. WTD 5/19/64.

352 Farm Machinery

FRANCE—Farm machinery, equipment, modern types, all categories suitable for utilization in France in small and medium-sizes agricultural exploitations, including sprayers, harvesters, binders, light and medium-duty machines for preparing crops. Agency for France or section thereof. Requests replies from manufacturers only, in French. Jean Andrès, S.E.R.I., 39 Rue Neuve d'Argenson, Bergerac, Dordogne. WTD 5/26/64.

353 Construction Machinery

CHILE—Winches for commercial fishing vessels. Equipos y Accesorios Nauticos Sociedad Ltda.—NAUTIQUIPO (importer, sales agent), Av. Bulnes 170, Santiago. WTD 4/15/64.

SWITZERLAND—Crane trucks, lifting capacity at least 10 m.t. Jaquet S.A. (importer, distributor), Vallorbe, Canton de Vaud.

354 Metalworking Machinery

CHILE—Can, drum, barrel making machinery such as used in food industry. Compañia Tecnica Internacional S.A.—TECHINT, Bandera 162, Casilla 13957, Santiago. WTD 4/10/64.

GERMANY—Electrical hand tools. Wolfgang Reuss (retailer), 7441 Neckarhausen/Wuertt., Kreis Nuertingen/Neckar, Kapfstrasse 26. WTD 4/23/62.

Tools, machine tools, other machines for metal-working industry. Ernst Brockhaus (sales agent), Weinstrasse 7, Hannover-S.

NEW ZEALAND—Lathes: center, tool-room, turret, automatic, railway wheel turning, railway axle burnishing, copying, vertical turret types. Milling machines for metal removal; copy, plain millers; universal, production, jig mills; profile milling machines. Planing machines, open side, double side; plane mills, plane grinders, mechanical and hydraulic. Shaping machines; slotting machines; drills—radial, girder, multi-spindle types; multi-spindle drilling heads; unit heads. Grinding machines: centerless, universal, internal, crankshaft, thread, surface, fine hole, jig; tool cutter grinders. Boring machines: horizontal, vertical, jig, fine hole. Metal forming equipment: press brakes, 20-500 ton; open front presses, 10-100 ton; inclinable presses, 10-100 ton; double side presses, 25 ton upwards; rubber presses. Metal cutting bandsaw machines, reciprocating hacksaw machines, cold circular saw metal cutting machines. Power guillotines, power folding machines, both 0-36 gauge. Steel tube and bar bending machines. Electrical discharge spark erosion machines. Gear hobbing, shaping, testing machines. Desires exclusive agency. Machine Tool & Industrial Supply Co. (manufacturer's representative), P.O. Box 542, Lower Hutt.

355 Special Industry Machinery

ARGENTINA—Supplies, equipment for screen process printing. Imex S.R.L. (importer, sales agent), Sarmiento 1371, Buenos Aires. WTD 1/13/63.

CHILI—Complete line of food canning plants. Compañia Tecnica Internacional S.A.—TECHINT., Bandera 162, Casilla 13957, Santiago. WTD 4/10/64.

NEW ZEALAND—Equipment for glass industry, particularly machines for drilling glass

with diamond impregnated drill bits. J. van Praag, Managing Director, L. van Praag & Son Ltd. (industrial specialists), P.O. Box 6096, Wellington. WTD 6/16/61.

Liquid fillers, positive displacement, vacuum, in-line, rotary, for all kinds of containers, including tins, glass, soft plastic, rigidized plastic types. Collapsible tube filling equipment. Desires exclusive agency. Machine Tool & Industrial Supply Co. (manufacturer's representative), P.O. Box 542, Lower Hutt.

NORWAY—Automatic paper cutters for use in paper mills. Halseth Industrimaskiner A/S (manufacturers' representative), 50 Ths. Heftyesgt, Oslo. WTD 1/14/64.

356 General Industrial Machinery

FRANCE—Heat treating industrial furnaces. J.J. la Rûs (agent), 2 Ave. le Nôtre, Marly-le-Roi (Seine & Oise).

MEXICO—Industrial ovens, electric, non-electric. Electricidad Industrial Mexicana, S. A. (importer, wholesaler, retailer, exporter, manufacturer), Salamanca No. 102-104, Mexico 7, D. F. WTD 4/16/64.

357 Office, Computing, Accounting Machines

AUSTRALIA—Bathroom scales, suitable for sale in department, chain stores. J.F. Chapman, Director, Union Textiles Pty. Ltd. (importer, distributor), 275 Clarence St., Sydney.

358 Service Industry Machines

CHILE—Refrigeration equipment for commercial fishing vessels. Equipos y Accesorios Nauticos Sociedad Limitada—NAUTIQUIPO. (importer, sales agent), Av. Bulnes 170, Santiago. WTD 4/15/64.

FRANCE—Air-conditioning equipment, modern types of residential, commercial, industrial units; components, accessories; including packaged air-conditioners; coolers, refrigeration systems, air-purifiers, related lines. Requests replies from manufacturers only, in French. Jean Andrès (S.E.R.I.) (dealer), 39 Rue Neuve d'Argenson, Bergerac, Dordogne. WTD 5/26/64.

Air conditioners, sound-proofing materials for air-conditioning installations; water softeners, industrial vacuum cleaning equipment. J. J. La Rus (agent), 2 Ave. Le Nôtre, Marly-le-Roi (Seine & Oise).

IRAQ—Wants to collaborate with U.S. firms interested in tendering on the supply of mechanical and electrical equipment for water purification plant. Tender for plant to be announced shortly; estimated cost of project $420,000; to purify 15,000,000 gallons daily. Isaac Yonan (importer, wholesaler, retailer, government contractor), Numan St., Sayid Sultan Ali, Baghdad. WTD 3/7/64.

ITALY—Small air conditioners for pleasure boats. Galateri di Genoala & C., (sales agent, wholesaler), Via Puggia 47/1, Genoa.

MEXICO—Water treatment equipment. Filtros y Tratamientos de Agua, S. A. (importer, wholesaler, retailer, exporter, manufacturer), Av. Chapultepec No. 153-104, Mexico 6, D. F. WTD 4/6/64.

361 Electric Transmission, Distribution Equipment

GERMANY—Electrical switches, controls, explosion proof. Wolfgang Reuss, 7441 Neckarhausen/Wuertt, Kreis Nuertingen/Neckar, Kapfstrasse 26. WTD 4/23/62.

MEXICO—Radio frequency power meters, voltmeters, tube testing equipment. Requests replies in Spanish. Sr. Jesus Maria Palacios Gaeta, Electronica Central (importer, retailer, wholesaler), Rep. del Salvador No. 50-B, Mexico, D. F. WTD 4/7/64.

High tension circuit breakers, switches, relays, lightning arresters. Electricidad Industrial Mexicana, S. A. (importer, wholesaler, retailer, exporter, manufacturer), Salamanca No. 102-104, México 7, D. F. WTD 4/16/64.

363 Household Appliances

FRANCE—Air space heaters with electric fan force. J. J. La Rus (agent), 2 Ave. le Nôtre, Marly-le-Roi (Seine & Oise).

Small household electric appliances, preferably kitchen gadgets of new types, including broilers, coffee-grinders, egg-cookers, mixers, juice extractors, whippers, toasters, related lines. Agency and distributorship for Charente-Maritime and surrounding departments. Requests replies from manufacturers only. Equipment for operation on a.c., 50 cycles, 110 and 220 v. Requests replies in French S.O.D.A.F.E.M. (Société de Développement des Applications Frigorifiques et Ménagères), 47 Rue du Minage, La Rochelle, Charente-Maritime.

364 Electric Lighting, Wiring Equipment

ARGENTINA—Ultraviolet lamps, all kinds, accessories. Imex S.R.L. (importer, sales agent), Sarmiento 1371, Buenos Aires. WTD 1/13/63.

AUSTRALIA—Electric lanterns for meteorological purposes. J. K. Bailie, Director, Bailie United Pty. Ltd. (manufacturer), 90 Arthur St. North Sydney, N.S.W.

367 Electronic Components, Accessories

FRANCE—Electronic components: potentiometers, coders. Exclusive agency. Europavia France (importing, distributor), 1 Rue de Berri, Paris 8e. WTD 10/24/62.

371 Motor Vehicles, Motor Vehicle Equipment

FRANCE—Small electrical accessories for cars: batteries, switches, magnetos to supply manufacturers for initial assembling. Henry Dulhy (agent), 29 Rue de la Chapelle, Paris 18e. WTD 5/20/63.

372 Aircraft, Parts

FRANCE—Aircraft spare parts, all kinds. Exclusive agency. Europavia France (importing distributor), 1 Rue de Berri, Paris 8e. WTD 10/24/62.

373 Ship Building, Repairing

CHILE—Ocean going passenger, cargo ships. Compañia Chilena de Navegacion Interoceanica (shipping line), Plaza de la Justicia 59, Casilla 1410, Valparaiso. WTD 4/7/64.

FRANCE—Push-boats for river navigation. Exclusive agency. Europavia France (importing distributor), 1 Rue de Berri, Paris 8e. WTD 10/24/62.

381 Engineering, Laboratory, Scientific, Research Instruments

ARGENTINA—Drawing, drafting instruments, supplies. Imex S.R.L. (importer, sales agent), Sarmiento 1371, Buenos Aires. WTD 1/13/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

AUSTRALIA—Barometers. Exclusive agency. James L. Hudson Pty. Ltd., Box 5055, G.P.O., Sydney. WTD 7/25/63.

383 Optical Instruments, Lenses

NEW ZEALAND—Optical comparators, measuring equipment. Desires exclusive agency. Machine Tool & Industrial Supply Co. (manufacturer's representative), P.O. Box 542, Lower Hutt.

384 Surgical, Medical Dental Instruments

MEXICO—Dental instruments, equipment, supplies. Requests replies in Spanish. Distribuidora de Articulos Dentales (importer, retailer, wholesaler), Juan R. Fernandez, Madero 26-106, Mexico, D.F. WTD 4/20/64.

385 Ophthalmic Goods

CHILE—Ophthalmic goods, instruments, blocks for manufacturing lenses, dioptric crystals. Rotter & Krauss S.A.C. (importer), Huerfanos 886, Casilla 289, Santiago. WTD 3/19/64.

386 Photographic Equipment

CHILE—Photographic supplies, reproduction equipment. Rotter & Krauss S.A.C. (importer), Huerfanos 886, Casilla 289, Santiago. WTD 3/19/64.

387 Watches, Clocks

AUSTRALIA—Watches, clocks, all kinds. Exclusive agency. James L. Hudson Pty. Ltd., Box 5055, G.P.O., Sydney. WTD 7/25/63.

391 Jewelry, Silverware, Plated Ware

NEW ZEALAND—Complete requirements for lapidaries, amateur, professional, except diamond cutters; equipment for drilling holes through precious and semi-precious stones to enable stringing them into necklaces. J. van Praag, Managing Director, L. van Praag & Son Ltd. (industrial specialists), P.O. Box 6096, Wellington. WTD 6/16/61.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Indoor games, childrens toys, sporting goods, suitable for sale in department, chain stores. J. F. Chapman, Director, Union Textiles Pty. Ltd. (importer, distributor), 275 Clarence St., Sydney.

MEXICO—Sporting goods, all types. Armamex, S.A. (importer, wholesaler, manufacturer), Apartado Postal 18821; Calle Sur 132 No. 122, Col. Observatorio México 18, D.F. WTD 3/16/64.

396 Costume Jewelry, Novelties, Buttons, Notions

AUSTRALIA—Jewelry, accessories; metal watchbands; metal, enamel compacts. Exclusive agency. James L. Hudson Pty. Ltd., Box 5055, G.P.O., Sydney. WTD 7/25/63.

SOUTH AFRICA—Ladies' costume jewelry; fancy ware, gift items; requests replies from manufacturers only. Julius Friedland (manufacturers' agent), P.O. Box 4443, Cape Town.

AUSTRALIA—Gas and petrol cigarette lighters (table, pocket models); metal mesh ladies' handbags; watchbands; gold, silver chain metal; silver, stainless steel flatware, hollow-ware; precious metal compacts; precious metal cigarette cases. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' agents, importers, exporters, distributors), Box 5055, G.P.O., Sydney. WTD 7/25/63.

MEXICO—Complete line of swimming pool maintenance equipment, supplies, accessories; suction cleaners made of plastic; discs, dia. 17", dacron, to be used in filtering water in connection with diatomaceous earth; chemical purifiers; gratings, drain fittings for pool bottom; calcium hypochloride; chrome connections, fittings; injectors for chlorene solutions, pressure manometers with gauges in both pounds and kilograms. Pabol de Mexico (importer, retailer, wholesaler), Ejercito Nacional No. 1067, Mexico 10, D.F. WTD 4/27/64.

SOUTH AFRICA—Advertising, promotional materials, novelties. Julius Friedland (manufacturers' agent), P.O. Box 4443, Cape Town.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

AUSTRALIA—The Federal Minister of Works has announced that a contract has been let for work on the **extension of the north-south runway at Kingsford Smith Airport** at Sydney which will involve dredging and placing of filling which will carry the new runway 3500 feet into Botany Bay. About 4.5 million cu. yd. of sand will be dredged from the bed of the Bay. The filling will be bounded on each side and at the seaward end by a rock wall 13' thick.

Work is to begin within the next 3 months and should be completed, according to the contract, early in 1966. Successful bidder is the Australian firm of Thiess Brothers; bid price is $6 million.

The runway, at present 5500' long, will be made strong enough to take aircraft of 500,000 lb., or sufficient to accommodate the largest supersonic jet aircraft. A separate contract will be let for constructing a 1240' long tunnel which will carry a 6-lane highway under the runway extension.

The second stage for the airport development will be the construction of a new international terminal on the western side of the airport. The work at Sydney is part of an Australian Federal Government current airport development project costing about $67 million.

AUSTRIA—(100 schillings = US$3.84). Construction of a **subway system** through the center of Vienna is being considered by planning authorities. Proposed route would connect Praterstrasse with Viener Hauptstrasse running underneath Danube Canal and the Operngasse. Contact: Ministry of Transport, Stubenring, Vienna 1.

COLOMBIA—(100 pesos = US$11.11). Empresa Colombiana de Petroleos (ECOPETROL) announced that it has awarded the bid for construction of **additional refining capacity** at its present refinery site in Barrancabermeja to the M. W. Kellogg Co. Expansion would permit refining of some 75,000 barrels of crude oil per day and would cost $13,345,000. Work on the project is to begin in July. Financing contracts have not been concluded; however laying of foundation, ditchdigging other local works are to commence shortly. Contact: ECOPETROL, Bogota.

ECUADOR—(100 sucres = US$5.55). Ecuador is to embark on a 5-year $62.2 million **highway program,** $39 million of which is being financed by loans of Work Bank (IBRD), International Development Bank (IDA), Inter-American Development Bank (IDB), and the U.S. Government's Agency for International Development (AID). Remaining cost of $23.2 million will be covered by the Government of Ecuador.

The 5-year program will be carried out in 2 separate but overlapping stages. Work under the second stage would be started after satisfactory progress has been achieved in the first stage. In that stage, road partly financed by earlier Work Bank and AID loans and certain other related road sections will be substantially completed; maintenance operations will be improved; engineering plans prepared for an additional 314 miles (502 km) of roads to be built or improved in the second stage.

In the second stage, 4 new roads are to be built or improved. These are The Santo Domingo-Quininde-Esmeraldas Highway which passes through potentially rich and developing agricultural areas; The Quevedo-Babahoyo-Duran Highway which will constitute part of the future trunk network; The Cajabamba-Bucay-Chilcales Highway which will form the most important southern connection between the coastal highway system and the Pan American Highway in the Sierra; The M. J. Calle-Machala Highway which forms part of the coastal trunk road connecting the provinces of Guayas and El Oro.

The Ministry of Public Works will carry out the program. All phases are to be supervised and executed with the assistance of consulting engineers who have been retained by the Ecuadorian Government. Construction contracts and major equipment purchases have been or will be awarded on the basis of international competitive bidding. Contact: Ministro de Obras Publicas, Quito.

HONG KONG—(HK$100 = US$17.50). Copy of Selected list of Contract Awards made by Colonial Secretariat Tender Board of Hong Kong is available on loan to U.S. firms.★

Among several construction contracts awarded, the largest (US$1,510,203) went to Lai Kee Co., 153 Wanchai Rd. for the construction of **resettlement housing** at Tsz Wan Stan Area "A," Blocks A5-A8.

IRAQ—(1 dinar = US$2.80). The Ministry of Oil has reportedly selected the French firm Petrochemie to design and supervise construction of the Zaafaraniyah **Oil Depot.** The award price is ID 101,000. Ten U.S. firms were among the 26 consultants to submit offers on this project.

Once the French firm has prepared tender documents according to ASTAM or API standards, it is anticipated that an international tender for construction of the depot will be announced late this year. Contact: The Ministry of Oil, Baghdad.

ISRAEL—(1£ = US$2.80). The Ministry of Transport and Communications is considering the construction of a **subway system** for the city of Tel Aviv. Contact: The Ministry of Transport & Communications, Tel Aviv.

IVORY COAST—Reportedly, in connection with a **proposed hydroelectric dam** to be built on the Bandama River, Kaiser Engineers feasibility study is expected to be completed next month to indicate that the dam is technically and economically feasible and should have 120,000 kw of installed capacity. Cost has been estimated at $35 to $40 million including related irrigation features. Financing for engineering or construction has not been obtained. Contact: Administration Generale du Plan, Ministere des Finances, des Affaires Economiques et du Plan, B.P. 649, Abidjan.

KUWAIT—Contract for 95,000 barrels per day **refinery project** was awarded to the Flour Corp. as prime contractor for design, construction, engineering and material procurement. Foster Wheeler & Hydrocarbon Research are participating with the Flour Corp. Construction is to begin in November or December at the New Shuaiba industrial site. The Flour Corp. is located at 2500 South Atlantic Blvd., Los Angeles, California.

MOROCCO—(100 dirhams = US$19.76). It has been reported that a 200- to 250-bed **hotel** is to be constructed in Tangier. Plans are to include an **indoor swimming pool** and other modern facilities. Contact: U.S. Embassy, Blvd. Front d'Oued and Ave. de Marrakech, Rabat.

PAKISTAN—(100 rupees = US$21.00). Plans have been approved for a $37½ million **expansion** and **improvement project for Karachi's port.** Work will constitute **reconstruction of 4 East Wharves berths, construction of 3 new berths at** the **West Wharves,** construction of a **new oil pier, widening and deepening of** the **navigable channel** and **rehabilitation of** the **Manora breakwater** at the entrance of the harbor.

The new cargo berths will be provided with **transit sheds, passenger terminals, road, railway, electricity, water, bunkerage** and **cargo-handling facilities.** About 7,500' of the channel will be widened from 600' to 1,100' and deepened from 31' to 34' below mean low water. Dredged material will be utilized for the reclamation of about 150 acres of marshy land on Manora Island.

The project is scheduled for completion by the end of 1967 at a total estimated cost of $37.5 million. The International Bank for Reconstruction and Development is lending the Karachi Port Trust $17 million to finance foreign exchange requirements. The Trust will finance all other costs from its resources. All major contracts will be awarded after International Competitive Bidding. Contact the Karachi Port Trust, Karachi, or, the World Bank, 1818 H St. NW., Washington, D.C. 20433.

SAUDI ARABIA—(100 riyals = US$20). The Saudi Arabian Government has invited 3 U.S. consulting engineering firms to submit proposals for design and supervision of construction of the new **international airport** at Jidda and a new **terminal building** and **other facilities** at Riyadh. The 3 U.S. firms are Ralph H. Burke, Inc., 506-508 Higgins Rd., Park Ridge, Illinois; Becket-Parsons, a joint venture between Welton Becket & Associates, 1000 Santa Monica Blvd., Los Angeles, Calif., and Ralph M. Parsons Co., 617 West 7th St.,

Los Angeles, Calif., and Globe Consultants, Chicago, Illinois.

The Saudi Government has also invited bids from 5 foreign firms: Frederick Snow, Scott & Wilson, Sir Alexander Gibb, all of the U.K. Societe Internationale des Etudes of Brussels, Belgium, and Italconsult, Rome, Italy.

SOUTH AFRICA—(1 rand = US$1.40). Reports from several private and governmental projects have been received. Of potential interest to U.S. contractors is the Bechuanaland 2 million rand **highway re-construction program** that is to have International Development Association financing. Roads in the program include the main highway from Francistown to Ngamiland; Serow to Palapye, and the road from Gaberones to the South African border.

The S.A. Mutual Life Assurance Society is planning to construct a **24-story building** in Durban with the first 2 floors to be used as a **shopping center.** The 2.5 million rand structure will be located at the corner of Somtseu and Playfair Roads.

Illovo Sugar Estates Ltd., through Noodsberg Sugar Co. Ltd., is to construct a large **sugar mill** at Jaagbaan, Natal. Work is expected to start towards the end of the year and should be completed by the end of 1965. The mill with an expectant capacity of 150,000 tons is expected to cost about 10 million rand.

Inquiries may be addressed in care of the U.S. Consulate General, 521 South African Mutual Bldg., Johannesburg.

TANGANYIKA—(20 EA Schg. = US$2.80). Invitations to tender will be issued soon for Phase II construction of **new administration building, cafeteria, hall of residence, 29 staff houses, road** and **siteworks** at University College, Dar es Salaam. Contractors who want to be considered should submit their application to: Secretary to the Council, The University College, P.O. Box 9184, Dar es Salaam not later July 1. They should also be prepared to visit the construction site by July 1.

Works are dispersed about an area about ¾ of a mile in diameter within the boundary of the University College. The bulk of imported items to be procured from U.S. suppliers. The project is estimated in excess of $1 million and is being financed by AID.

UAR—(1£ = US$2.87). Government has reportedly decided to erect 6 new **ginning mills** in various sections of the country to meet the 1964/65 cotton crop. An estimated one million pounds has been authorized to cover costs. Contact: U.S. Embassy, 5 Sharia Al Zekra, Cairo.

Leads for Importers

223 Broad Woven Fabric Mills, Wool

FRANCE—Fancy clothing fabrics, very good quality (piece goods, carded pure wool), men's wear; direct sales to U.S. importers preferred. Societe d'Exploitation des Anciens Etablissements Bertrand (manufacturer), Laroque d'Olmes, Ariege. WTD 5/22/64.

249 Wood Products

SURINAM—Parquet strips, basra locus, 1" x 3" x 1½' and up, for flooring. Square hewn piles, basralocus (marine insects resistant). G. Matai Bros. (importer-exporter), Gonggrijpstraat 185, Paramaribo. (P.O. Box 940). WTD 2/12/62.

307 Plastic Products

SWEDEN—Injection moulded kitchen, household, bathroom, automobile articles. Osmos Plast-Aktiebolag (manufacturer), Ficksgatan 2, Ramlosa.

343 Heating Apparatus, Plumbing Fixtures

BELGIUM—Manufacturer interested in exporting steel flanges and collars for pipes. S.A. La Bride Industrielle, 40 Place de la Station, Feluy-Arquennes. WTD 5/21/64.

354 Metalworking Machinery

GERMANY—Precision borers, drilling machines; universal and vertical millers; precision thread cutting machinery, accessories. Manufacturer seeks agent. Gebr. Hegner, K.G., 7220 Schwenningen/Neckar, Achalmstrasse 35. For catalog write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 4/23/62.

355 Special Industry Machinery

FRANCE—Tube cutting machine for paper industry. Ets. Anece Dartois (manufacturer), 151 Bld. Montebello, Lille (Nord).

358 Service Industry Machines

FRANCE—Electronic post-card vending machines. Direct sales to importers preferred. France Robot Matic, 24 Blvd. Carnot, Toulouse, Haute-Garonne. WTD 5/26/64.

367 Electronic Components, Accessories

FRANCE—Manufacturer seeks agent for ultra-sonics apparatus. Realisations Ultrasoniques, 9 Chasussee de Paris, Meaux (Seine & Marne). WTD 11/12/63.

373 Ship Building, Repairing

FRANCE—Accessories for yachts. Moteurs Goiot (manufacturer), 28 rue du Frere Louis, Nantes (Loire Atlantique). WTD 4/14/64.

391 Jewelry, Silverware, Plated Ware

GERMANY—Gift articles such as silverplated ash trays, cigarette boxes, candlesticks, cigarette lighters; silverware such as coffee sets, pastry servers, salad spoons, complete sets of plated and sterling flatware, trays for various purposes, bowls, cups; church goods such as ciboria, chalices, ecclesiastical candlesticks, monstrances. Gebrueder Deyhle (manufacturer), 7070 Schwaebisch Gmuend, Postfach 170. WTD 4/23/62.

399 Manufacturing Industries

EGYPT—Egyptian handicrafts and luxury products including leather bags, camel saddles, shoes, slippers; perfumes; wooden plates inlaid with mother-of-pearl; copper plates, beer mugs, vases inlaid with silver; ceramic busts; solid silver animals. Khan Khalil (manufacturer), 32 Ave. El Horreya, Alexandria. WTD 9/23/62.

International Trade Winds

FUEL OPERATIONS—Process Equipment Division of Black, Sivalls & Bryson, Inc., Oklahoma City, has shipped equipment for the Iran-Pan American Kharg Island production station in the Persian Gulf. The equipment was built for the Bechtel Corp. of San Francisco, which did the Kharg Island station's engineering and is handling equipment purchasing for it. Included are primary, intermediate, final and test separators, a flare knockout drum, a vertical fuel gas knockout drum, "Uniflux" heaters, and a 220-foot stack.

3M PRODUCTS—A subsidiary, Minnesota (3M) Philippines, Ltd., has been formed by the 3M Co. of St. Paul, Minn. The subsidiary—3M's 27th since 1951 creation of the company's international division—will provide warehouse facilities for all internationally marketed 3M products and also engage in converting "Scotch" tape products. All present Philippines 3M distributors will continue as in the past.

COMPUTER SYSTEM—A 6600 Computer System valued at some $7 million will be delivered this year by Control Data Corp. to CERN (European Organization for Nuclear Research), Geneva, Switzerland. Experimental apparatus will be connected directly to the extremely high-speed 6600 to achieve immediate results from experimental developments in nuclear research. A CERN public statement says: "Upon delivery, the 6600 will be the most powerful computer in Europe, with an identical installation in use at the Lawrence Radiation Laboratory, Livermore, California."

HOSIERY—Bear Brand, oldest U.S. hosiery firm with the same continuous management, is entering a joint venture with Eliopoulas Brothers G. P., second largest hosiery company in Greece. A complete line of men's, women's and children's hosiery will be manufactured by the new venture, Amgre Knitting Industries, Ltd., to be headquartered in Patras, Greece. Bear Brand executives say they expect the firm in Patras to be the No. 1 producer in Greece within a year, and also to export substantially to Common Market countries with which Greece, as an associate member, has a low-tariff arrangement.

New Books and Reports

***The Gallatin Annual* and *The Gallatin Letter*. Published by the American Heritage Publishing Co. New York, January 1965 (1st ed.) Annual subscription: $300.**

The Gallatin Annual will be a 1,500-page, one-volume reference encyclopedia containing thousands of background facts relevant to international business operations in 120 different countries.

The Gallatin Letter, an 8-page periodical supplementing the *Annual*, will include news bulletins about current developments in the overseas business field plus a report on the latest facts necessary to keep the *Annual* up to date. The *Letter* will be published every 2 weeks.

The *Annual* and the *Letter* will cover such subjects as a country's raw materials, its industries, utilities, tax laws, foreign aid investment programs, political climate, trade agreements, and many other essential facts affecting international business development. Both publications are intended as practical working tools for those whose business interests extend beyond U.S. borders.

American Heritage is already active in the international business communications field through 2 publications of its Thomas Ashwell & Co. subsidiary. One, *Business Abroad and Export Trade*, The Magazine of International Business Decision, is intended to help the executive weigh alternatives among the various methods of conducting business overseas —direct export as well as operations within a foreign country. The other, *Exporters' Encyclopaedia*, has been a basic reference for American exporters for 59 years.

Write: Nancy Longley, Director of Information, American Heritage, 551 Fifth Ave., New York, N.Y. 10017. MUrray Hill 2-6550.

***Switzerland and Her Industries*. Published by the Swiss Office for the Development of Trade, Rue de Bellefontaine 18, Lausanne, Switzerland. 1963/64. 126 pp. of text and photographs. 5 Swiss francs (approximately $1.16).**

A concise survey of Swiss economic life. Reviews Swiss agriculture, manufacturing industries, natural resources, foreign trade, and tourism. Also briefly describes political institutions, law system, culture, history and population.

Japan's Import Controls

A copy of the English translation of Japan's revised Import Control List is available for consultation in the Bureau of International Commerce, Department of Commerce, 14th and Constitution Ave., Washington, D.C. 20230. Inquiries concerning specific commodities will be furnished upon request.

***The Market for U.S. Electronic Components in Western Germany and Berlin*. Published by the Business and Defense Services Administration, U.S. Department of Commerce. Washington, 1964. 43pp. 50 cents.**

This report was prepared by GFM/ Gesellschaft fur Marktforschung m.b.H., Langelohstrasse 134, Hamburg-Osdorf, under a contract with the U.S. Trade Center in Frankfurt. The survey emphasizes the market for advanced electronic components, but it includes a great deal of information which should interest exporters of other electronic products.

Write to the U.S. Department of Commerce, Washington, D.C., 20230, or any Commerce Department Field Office.

New reports

The Department of Commerce has published the reports of U.S. Trade Missions to Australia (33pp., 30¢), Germany (24pp., 25¢), New Zealand (31pp., 25¢), and Venezuela (29pp., 25¢). Subscribers to *International Commerce* can obtain single free copies of these reports from the Office of Publications and Information for Domestic and International Business, U.S. Department of Commerce, Washington, D.C. 20230. Extra copies can be ordered from the Commerce Department's Sales and Distribution Section, 1200 South Eads Street, Arlington, Va.

A report on the Market for U.S. Products in Colombia (63pp., 50¢) is also available, and can be ordered on the same basis as the trade mission reports.

***Investment in the European Economic Community: A Study of Problems and Opportunities*. By Anthony Edwards. Prepared by the Economist Intelligence Unit. Published by Frederick A. Praeger's Special Projects Division. New York, June 1964. Approx. 80pp. $15.**

One of the first volumes in Praeger's new studies in international economics and politics, which are designed to make available important but highly specialized research projects which might otherwise go unpublished or receive very limited distribution. The clothbound studies will vary from 50 to 300 pages. Other studies include: *The Foreign Trade of Communist China: Its Impact on the Free World* ($15); and *The Soviet Union, Eastern Europe, and the World Food Markets* ($15).

Write: Frederick A. Praeger, Publisher, 111 Fourth Ave., New York, N.Y. 10003.

***International Executive*. Published quarterly by the Foundation for the Advancement of International Business Administration. New York, Spring 1964. 61pp. $15 per year.**

Provides a reading service for those concerned with international business, by checking current books and over 200 periodicals for material concerning international business operations. The books and articles are listed with descriptive notes in a reference section, and a number are selected for summarizing. Write: The International Executive, 64 Ferndale Drive, Hastings-on-Hudson, N.Y. 10706.

***USSR Foreign Trading Companies*. Distributed by International Intertrade Index. Newark, N.J. 1964. 1pp. 10 cents postpaid.**

Lists the 35 trading companies plus the Chamber of Commerce and Amtorg, the USSR Trading Company in New York. The latest addresses along with a brief description of what is exported and imported is mentioned, and the official trademark of the company is shown. Information is supplied by the Ministry of Foreign Trade in Moscow. Printed one side on a 10 x 14 white sheet, for wall use or under desk glass.

Write: International Intertrade Index, Box 636, Federal Square, Newark, N.J. 07101.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—701964/49

Calendar

June

15—Terminal conference. Trade Missions Australia and New Zealand, Sheraton-Cleveland Hotel, **Cleveland, Ohio.**

16—Mobile Profits in Exports Conference, **Livingston, N.J.** Sponsors: Livingston Chamber of Commerce and New York Regional Export Expansion Council.

16—"First Step" export workshop, Field Office, **Memphis, Tenn.** Sponsors: REEC, Field Office.

16—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.**

16—Foreign Traders Association of Philadelphia, Inc., meeting, 5 p.m., Sheraton Hotel, **Philadelphia, Pa.**

16-18—Electronic Industries Association, Annual Convention, **Chicago, Ill.** Speaker: Roy Gootenberg, Bureau of International Commerce.

17—Export expansion seminar, Irvin S. Cobb Hotel, **Paducah, Ky.** Sponsors: Chamber of Commerce, Rotary Club, St. Louis REEC.

17—Conference on Organizing for International Business. Sproul Hall, Westwood Campus, UCLA, **Los Angeles, Cal.**

18—Meeting on AID. Continental Hotel, **Chicago, Ill.**

18—Mid-South Exporters' Roundtable, **Memphis, Tenn.**

19—Export Expansion Seminar, U.S. Department of Commerce Field Office, **Los Angeles, Cal.**

19-20—Fatty Acid Producers' Council, Division of Soap and Detergent Assn., annual convention, **Hot Springs, Va.** Speaker: Richard Garnitz, Bureau of International Commerce.

21-25—4th International ISA-APCA Air Pollution Instrumentation Symposium, Shamrock-Hilton, Hotel, **Houston, Texas.** Sponsor: Instrument Society of America.

23—Conference on "Export Control of Technical Data, Field Office, **St. Louis, Mo.** Sponsors: World Trade Club, Chamber of Commerce and St. Louis REEC.

23—Export Expansion Meeting at the **Chicago, Ill.** Field Office of the U.S. Dept. of Commerce.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

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CHICAGO, Ill., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: RIverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

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Foreign Credit Insurance Association President Sheehy writes on page 11 of this issue of some of the attractive advantages of the program directed by a group of more than 70 private insurance firms, in cooperation with the Export-Import Bank of Washington.

If you have questions, ask your own insurance agent or broker, or write to the Foreign Credit Insurance Association, 250 Broadway, New York, N.Y., 10007.